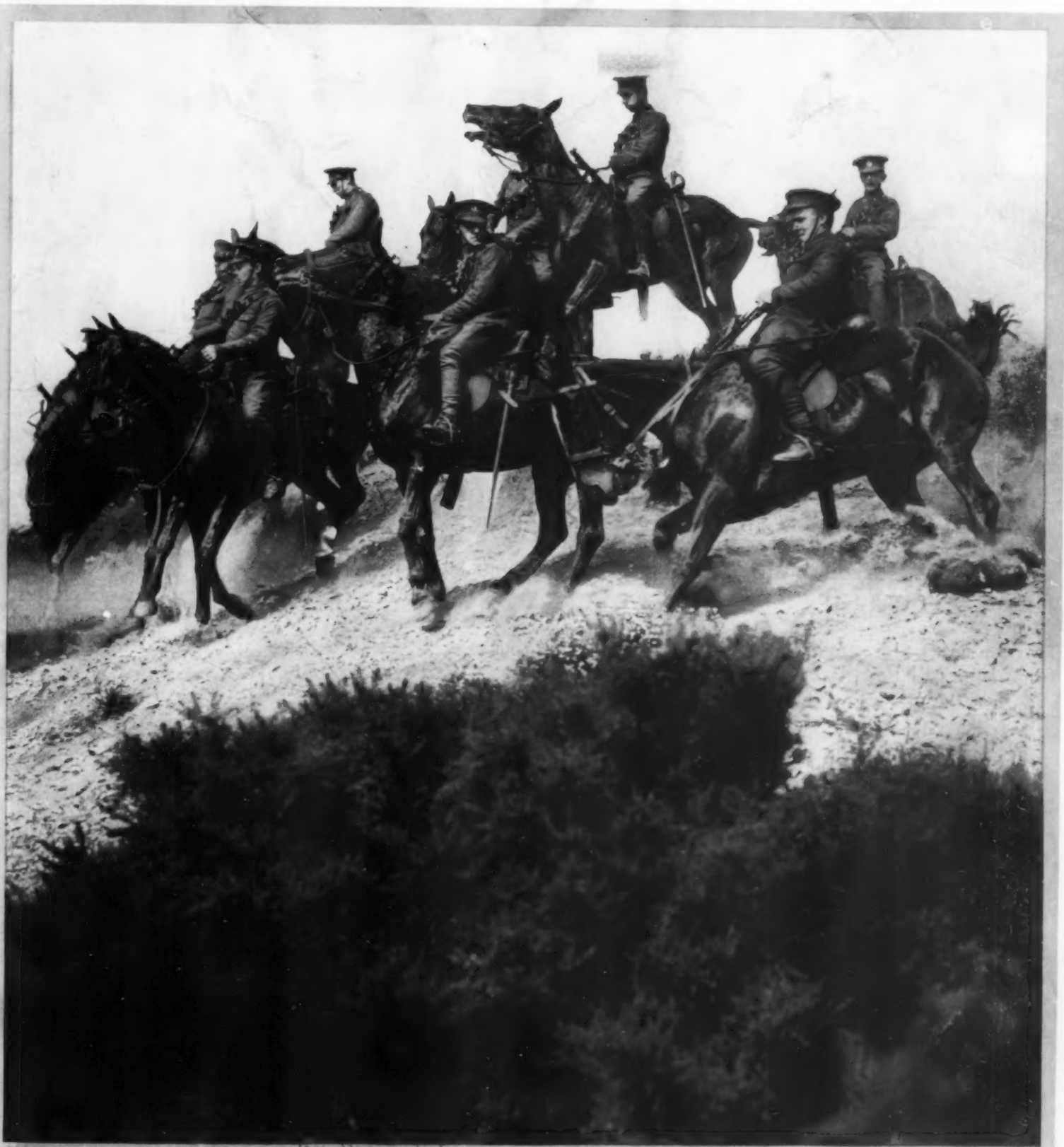


NOV 2nd 1916

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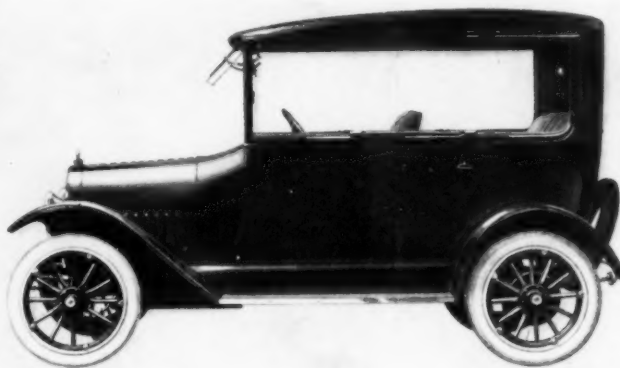
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\$985
F.O.B. DETROIT

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November 2, 1916

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LESLIE'S

ILLUSTRATED WEEKLY NEWSPAPER

The Oldest Illustrated Weekly Newspaper in the United States
Established December 15, 1855

EDITED BY JOHN A. SLEICHER

"In God We Trust"

CXXIII

THURSDAY, NOVEMBER 2, 1916

No. 3191

CONTENTS

Cover Design	From a Photograph	480
Death Rains from the Skies		481
Editorial		482
Where Greece Lost Her Navy	James H. Hare	482
Breaking Through Barbed Wire		483
London's Latest Zeppelin Raid	James H. Hare	484
Men Who Are Making America	B. C. Forbes	485
France Has 200,000 War Orphans	Donald C. Thompson	486
The Trend of Public Opinion	Charlton Bates Strayer	487
Watching the Nation's Business	Thomas F. Logan	488
Seen in the World of Sports	Ed A. Goewey	489
People Talked About		490-91
The Campaign's Whirlwind Finish	Marian Bonsall Davis	492
Guardian Angels of France	W. E. Aughinbaugh	494
Export Promotion Bureau		495
Albania's Myriads Dying of Hunger		495
The Navy to the Rescue	Minna Irving	497
Leslie's Travel Bureau		500
Jasper's Hints to Money-Makers		502
Late News in Pictures		

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DEATH RAINS FROM THE SKIES



GERMAN SHRAPNEL BURSTING OVER THE FRENCH LINES

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The black clouds above the tree tops are of smoke from powerful explosives, and out of these clouds come showers of bullets and fragments of steel. Shrapnel is used in breaking up masses of troops in the open and in winging aeroplanes, but trench warfare has exalted the high-explosive shell—a big projectile filled with lyddite or similar material. None of the room within the shell is wasted on bullets, as with shrapnel. These shells tear up the earth where they strike, and

literally blast the entrenched men out of the ground. Along the French front scenes like the one here pictured are to be met with in every direction. While the shells fly the men in the trenches keep close in their underground bomb proofs. When this picture was made there were probably several hundred soldiers within the area covered by the camera, but only one man is visible. The others are hidden in the earth for protection against the enemy fire.

EDITORIAL

LET THE THINKING PEOPLE RULE!

WAKE UP!

WHEN the four Railroad Brotherhoods wanted the wages of their 400,000 members increased under the guise of securing an eight-hour law, and threatened a national railroad strike unless the bill was passed by Congress and signed by the President, it was passed and signed.

When the Dairymen's League demanded an increase in the price of milk from the wholesale distributors of New York City, they threatened to destroy the milk of dairymen who should seek to market milk at the former price. Thousands of quarts of milk were thrown into the streets and gutters accordingly and the price of milk was raised.

When the Amalgamated Association of traction workers demanded that the Interborough Company of New York disband the union of its employees and urge them to join the Amalgamated union and when the Interborough refused, the public was told that it would have to walk and it did walk until the Interborough won the battle and carried its passengers with its old men on its old schedules.

When an effort was made to get the waiters in New York City to strike, the head of the organized waiters' association said it would be good for the people of New York City if they went hungry for a little while. But the strike petered out and the people did not go hungry.

What would happen if the captains of industry some day should strike, shut down every factory, turn out every employee and empty every pay envelope and dinner pail?

What would happen if the railroad managers of the country some morning should announce a strike, turn every locomotive into the round house, leave every car on a siding and stop all freight and passenger transportation?

How long would the suffering public endure this kind of imposition? How long would this tyranny last? Let us all do some thinking before it is too late.

Wages of railway men, trolley workers and waiters and the price of milk may be insufficient. We are not passing upon this question. We are for big wages and big business—they go together.

We are referring to the fact that justice is more easily secured by arbitration than by violence and that the public, which always pays the bill and suffers the most, has a right to declare in favor of arbitration and against violence.

Isn't it time that we appreciated our dependence of one upon another and that we cannot have one interest or one person suffer without having other interests and other persons suffer?

Isn't it time for general concurrence in a plan of arbitration that shall settle the struggles over wages and hours constantly occurring in every part of the country?

The public, which is the greatest sufferer, holds the power in its own hands if it would only wield it. Yet it yields this power to demagogues, disturbers and self-seekers of all types and stripes. Out with them all!

HOME, SWEET HOME

THE administration would be wise to call back the National Guard from the Mexican border. It is decidedly complimentary to the vast army of guardsmen who are on the border that only three have been discharged for desertion. These guardsmen embrace the very flower of the young men of the country. Ninety per cent. of them feel that they were tricked through an appeal to their patriotism in a time of trumped-up necessity and led into an unjust and intolerable situation.

We fear it will be a long time before the guardsmen will rise to respond to another call to duty. One of them who occupied a very responsible place in civil life at a salary of \$10,000 a year, in a letter to a friend in the North, expresses his disgust and that of his associates over their detention two thousand miles from home, as he expresses it, at the "whim of a political machine." That these harsh words represent the feelings of the majority of the guardsmen is evidenced by the soldier vote cast in the recent Maine

BOTH SIDES

WILSON

AT this present moment I want to repeat this because perhaps the country has not realized it enough—at this present moment it is almost impossible to do anything positive in the field of foreign affairs, because foreign nations have been led to suppose that there may be a change in our foreign policy. Foreign nations have been led to believe that a dominant element in the Republican party is in favor of drawing the United States into the European war, and they have been told, with abundant evidence, that it is probable that, if the Republicans succeed, we shall enter upon a policy of exploitation of our neighbors in Mexico. That is the whole moral of every criticism that I read, and until the people of the United States have spoken, it is extremely difficult to come to any definite conclusion about anything that touches our relations, either to Europe or to Mexico.

HUGHES

SOMEONE has been saying that a vote for me meant a vote for war. Did you ever hear a more preposterous proposition to present to men? Our friends on the other side seem to think that everybody who disagrees with them wants war. Well, that would be a very cheerful way for a blind man to consider the situation. Who wants war? I don't want war. Nobody who knows anything of the wastes and horrors of the struggle of arms wants war. I am a man of peace. I have been spending my life in maintaining peace. I do not desire war. I do not desire petty wars. I do not desire war in Mexico to satisfy a personal vindictiveness against a disliked ruler. I believe in correct policies. They will keep us out of war. The sort of thing we have been having will not keep us out of war. It will embroil us in difficulty. It did embroil us in difficulty in Mexico.

election. Of the 467 votes cast by the Second Maine Regiment at the border, Milliken, the Republican candidate for governor, received 300 and Curtis, the Democratic candidate, 167.

But this is not a political question and should not be made one. The guardsmen have performed their duty, their longer detention is unnecessary and they are needed at home. It is time for their recall.

LET THE PEOPLE RULE!

THE trouble in Mexico continues.

Ira Landrith, the Prohibition candidate for Vice-President, admonishes us not to judge the drunkard too harshly, "for," says he, "he is never a tight-wad."

A candidate for the Pennsylvania legislature has been electioneering by parading the prominent streets of his home town in overalls and driving an ice wagon.

An English physician says that performers on wind instruments live longer than those who play the fiddle or concertina, or those in whose souls no music dwells.

A North Carolina Judge sentenced a prisoner to serve two years as a contract laborer and his wife bid for the contract and the court awarded her her husband's services.

Because his wife visited a neighbor's house without having prepared his supper, a man at Watertown, South Dakota, followed her up and beat her severely. He was arrested and fined \$35.

During the interurban railway strike in New York the strike leaders paid \$4,000 for automobile hire and the general organizer rode about the city in a six-cylinder limousine with a rich cream body.

A New York physician connected with the Health Department says that some states now have laws that would give cows nervous prostration if they were informed of the demands made upon them by our pure food laws.

A corps of National Guardsmen, after waiting at Mineola, N. Y., three months for aeroplanes, which they expected the War Department to furnish for their training, finally disbanded in disgust and returned home.

A wagon driven by an Italian was turned into kindling wood by a train at a New Jersey crossing, and he was badly injured. Complaint was made that the wreckage blockaded the street, and the Italian was fined \$2.

Chicago's Health Commissioner suggests that each public school elect one pupil and authorize him to act as health

commissioner of the school to co-operate with the former in maintaining sanitary conditions in the school rooms.

One hundred and eighty-seven Industrial Workers of the World were recently arrested in Scranton, Pa., for conspiracy and when the magistrate asked how many were citizens of the United States, 14 raised their hands.

Judge Westcott, the popular orator who made the nominating speech for President Wilson at two Democratic Conventions, has been defeated in the New Jersey primaries for Senator by the present incumbent Jim Martine, a chronic office seeker.

An Oregon law limits beer consumption to 28 quarts per month per family, and requires the beer to be bought outside the state. Now \$5,000,000 worth of Oregon brewery property is idle, while the express companies do a land-office business importing beer.

A movement has been launched in the Protestant Episcopal Church to cut out of the Lord's Prayer the closing words "For thine is the kingdom, and the power and the glory for ever and ever, Amen," making it read the same as that of the Roman Catholic Church.

Two hundred able-bodied men who stood at one o'clock in the morning at a bakery breadline in New York were offered jobs if they would call on the Unemployment Bureau of the Police Department next morning. They all promised to do so, but not one of them did.

A reader of *LESLIE'S* in Michigan has a deposit in a Postal Savings Bank on which he receives \$2 interest per year, and says that the other day he had to sign fourteen vouchers to get this interest. He adds "think of the needless jobs furnished by filing and keeping my 14 vouchers instead of one!"

And the people rule!

THE PLAIN TRUTH

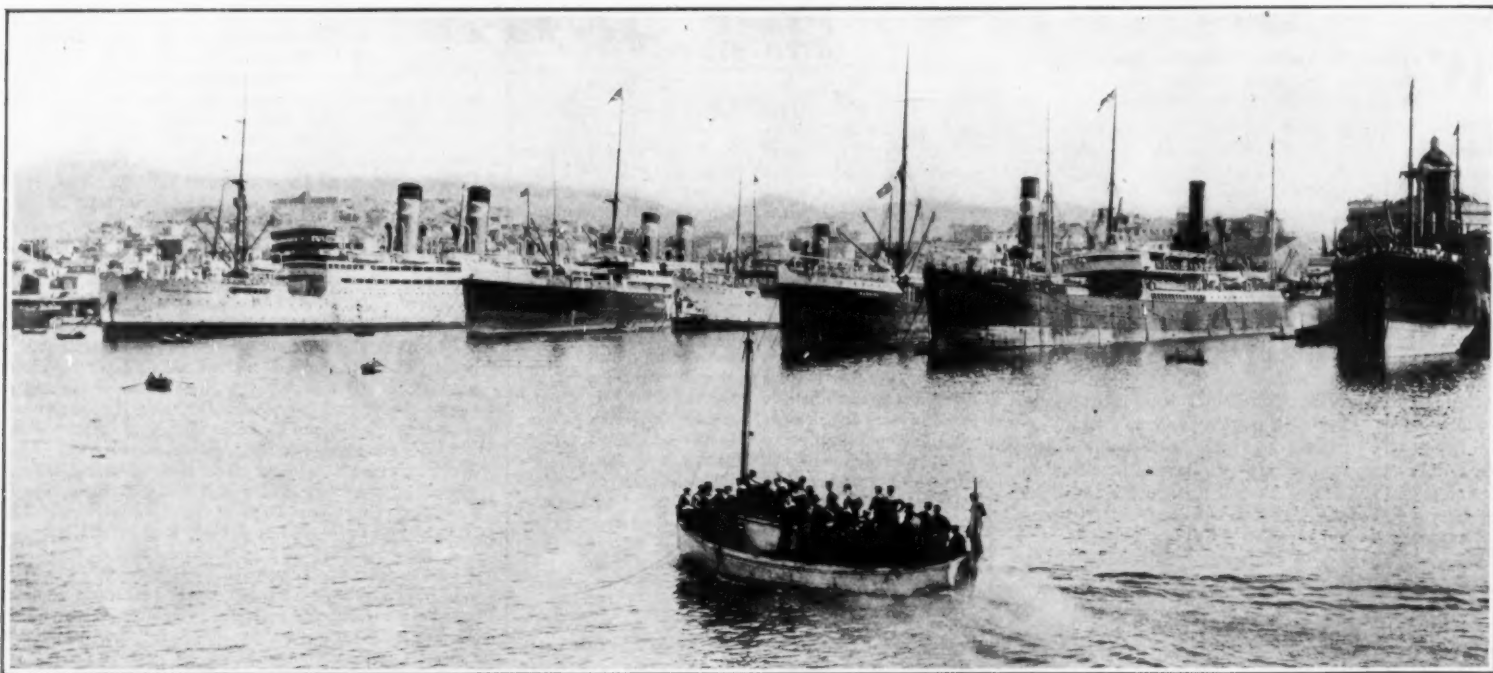
HYPNOTIZED! Discussing the vicious legislation wrung from city, State and national legislators by so-called labor leaders, Mr. Alonzo B. See, in a recent address before the Elevator Manufacturers' Association at Boston, explained the mysterious complaisance of the politician on the ground of "the hallucination, mental aberration, or hypnotism that sometimes comes over communities or countries." Illustrating the serious evils of class legislation, Mr. See said that under the Workmen's Compensation Law in Ohio, if a man received the slightest scratch in a factory, he could sue for \$75,000 damages and levy up to that amount on the contracts of his employer, tie up his business and compel him to make a settlement with a lawyer, or go into bankruptcy. Mr. See said that "it is reported that at least one firm of lawyers in Cleveland is making fabulous sums by thus bleeding their helpless victims." He added, "Not content with this, the legislators of Ohio passed a law that a man could not insure himself against such attacks." This is a remarkable statement. It furnishes further reason why the business men of this country should organize thoroughly in protection of their own interests. In the past they have been very thoughtless in bestowing patronage upon muckraking and socialistic publications whose influence on public opinion has been as harmful as it has been powerful.

LABOR! The workmen of this country are fair-minded. The majority favor arbitration and are opposed to strikes except when fair-play is denied them. If a referendum could be taken among them by a secret ballot, the vote of the workers would be conclusive as to their fairness of purpose. It is too bad that impudent intruders are permitted to misrepresent the workmen, to the great detriment of organized labor. Their conduct is doing much to prejudice the public against labor organizations. This was shown in Maine recently by the defeat in the Second Congressional District of Daniel J. McGillicuddy, his first defeat since 1910 when he entered Congress. Mr. McGillicuddy voted for the so-called eight-hour railroad legislation in Congress recently. He was re-nominated by the Democrats. Gompers stumped the district for him and the boast was made that he had a corner on the labor vote, but he went down to defeat. The New York *Times*, which is earnestly supporting President Wilson, makes this comment. It does credit to its fairness and independence:

The labor vote is cast just as other votes are cast. Truckling to it, abusing one's party before it, does not win it. The mechanics voted on the issues of the day, just as did the farmers. Mr. Hughes' denunciations of the strike settlement, even his apparent hostility to the eight-hour principle, did not avail to arouse the unions against him. The Congressmen who voted for the strike law did not annex to their following a body of voters voting blindly to reward any one who might coddle them at the expense of the public. The union labor men of Maine are vindicated from this charge made by those who regarded it not as a charge but as a compliment. There is a lesson, too plain to miss, for politicians all over the country.

WHERE GREECE LOST HER NAVY

BY JAMES H. HARE, STAFF WAR PHOTOGRAPHER FOR LESLIE'S



The vacillating course of Greece with regard to taking sides in the Great War has brought the nation to a state of disorganization bordering on anarchy. The Allies exercise a strict censorship, so that the situation is not fully understood by the outside world, but when it was announced, about the middle of October, that the French naval forces had taken over the Greek navy at Piraeus, the harbor of Athens (pictured above), the downfall of Greece was revealed to the world. King Constantine still persisted in trying to keep Greece neutral, while former Premier Ven-

izelos had set up an independent government in Crete, with the avowed intention of bringing Greece into the war on the Entente side. The population seems to be divided. French marines in Athens were mobbed by pro-German Greeks, while whole regiments of the Greek army have gone over to the Allies. At latest reports the French were strengthening their grip on Athens by sending additional forces of marines there. Greece is bankrupt, her army is disorganized and her navy is in the hands of the French, while war ravages her Macedonian territory.

BREAKING THROUGH BARBED WIRE



This photograph was made from an Austrian trench somewhere along the East Galician front, while Russian soldiers were endeavoring to rush the position. Their artillery preparation had been insufficient and much of the barbed wire still remained in position. The wire is strung on three parallel rows of posts and has extra length barbs. Some of the men are shown beating down the strands with their rifle butts while others are firing upon the Austrians, who

are, we may be sure, pouring a deadly hail of bullets on the attacking party. Several Russians who have succeeded in getting through the wire have been shot down, and the fourth man from the left is falling backward as the result of being hit. Small actions like this go on almost daily along more than a thousand miles of front, and are never mentioned in the dispatches, but their stories are written red in the death lists and the hospital records.

LONDON'S LATEST ZEPPELIN RAID

BY JAMES H. HARE, STAFF WAR PHOTOGRAPHER FOR LESLIE'S

It seemed that all London turned out on Sunday, October 1st, to welcome the band of the Garde Republicaine, which came over to see and be seen of Londoners, as one of those little courtesies that allies, fighting to the death against a common foe, are so given to exchanging. It wasn't a war crowd that surged around the Lord Mayor's house, where the band was tendered a luncheon, and indeed many people were heard to remark that it was a reminder of the glories of Derby Day a few years back.

But London has grimmer things to think of than visits from French bands—visits from German Zeppelins, for instance—such as came in the night, a few hours after the great demonstration in honor of the visiting Frenchmen.

Four enemy airships destroyed in a month is a pretty good record for the British air service, and needless to say there is great jubilation over the bringing down in flames of the super-zeppelin, at Potters Bar, a dozen miles from London, and within a mile of where the remains of the crew of L-21 lie interred. There could not be a more suitable spot for the tragic ending—and there could hardly be found a more inaccessible place for the general public to get to, although that did not prevent hundreds from reaching it, of whom women seemed to be in the majority.

The clear, dark night turned into a wet, dismal day, and the field was a couple of miles from the nearest railroad station. After tramping through seas of mud you floundered around in the narrow country lanes and were fortunate if you could manage by any pretext to get by the army of police that were rushed to the scene, and took possession of all the approaches within a very short time.

The authorities had learned by the previous raids the necessity of keeping the souvenir hunters at a distance from the wreckage until they had satisfied themselves of its description, and possessed any secrets that it might contain, as to construction, equipment, and armament. Not only were the people kept away from the approaches to the field, but they were held up on the main roads, in the darkness of the early morning, as they wended their way,

(Continued on page 496)



LONDON'S ROUSING WELCOME TO ALLIES

The Garde Republicaine Band drew enormous crowds to the streets when it paid a visit of courtesy to London and was

entertained by the Lord Mayor. All the skill of the police was needed to handle the throngs.



"VIVE LA FRANCE"

Thousands assembled in front of the Lord Mayor's house and cheered themselves hoarse while the French guests of the city had luncheon. In the crowd were many women wearing the latest

style hats and gowns. Many men seemingly of military age are also to be seen in the photograph. A few hours later London was watching a Zeppelin raid by night.

MEN WHO ARE MAKING AMERICA

A POOR BOY'S MANIA FOR POCKET KNIVES THAT LED TO GREATEST HARDWARE COMPANY IN THE WORLD--HOW AND WHY E. C. SIMMONS OF ST. LOUIS HAS SUCCEEDED

EDITOR'S NOTE: In this, the fifteenth article of this series, Mr. Forbes tells of one of the most remarkable mercantile careers in America, that of E. C. Simmons, who started by sweeping out a hardware store and ended as head of the biggest business of its kind in the world.

"DON'T you want a boy?"
"What can you do, my lad?"
"I can do as much as any other boy of my age—where shall I hang my coat?"
"Well, my boy, if you work as quick as you talk, we can use you."

The boy was Edward C. Simmons; the place, a hardware store in St. Louis; the time, the last day of 1855.

The boy *did* work—worked so effectively that he made St. Louis the greatest hardware center on earth, doing more business than New York, Chicago, Philadelphia and Boston combined; worked so successfully that his house now sells three axes, two pocket knives, and several saws *every minute* of the year, supplying not only the United States with hardware and cutlery, formerly almost wholly imported from Europe, but disposing annually of thousands of dollars' worth in cutlery-manufacturing Britain, as well as in France, Germany, Russia, the Orient, Australia, South Africa, South America and other civilized and semi-civilized parts of the globe; worked so intelligently that before many years passed he was employing more traveling salesmen than any other man in America; worked so efficiently that, to handle his output, there was erected, at his chief establishment, the greatest railroad traffic station of the kind ever conceived, capable of loading 60 cars at once.

The Bethlehem Steel Company is not more exclusively the product of Charles M. Schwab's energy and genius, and the Standard Oil Company is much less the fruit of John D. Rockefeller's individual efforts than the Simmons Hardware Company is the creation of one man, E. C. Simmons.

How did he do it?

My answer to that would be: With his heart as much as with his head.

He put himself—his personality—into the nursing and developing of the business. He infused humanness into all his activities and into all his salesmen. Among his co-workers he inspired love; among his customers, something beyond respect—affection, even.

HAD VISION WHEN IT WAS RARE

Then, too, he had vision at a time—half a century ago—when vision was rare among American business men. He was clear-eyed enough to see the buyer's side of a transaction as well as the seller's, and to grasp the now common-place idea that a satisfied customer is the best asset. He was the first to teach the salesman not to let his interest in a customer stop with the question, "How many goods can I sell him?" but to do everything possible to contribute to that merchant's success and prosperity. Often Simmons men render invaluable services to retailers, especially those just starting in business. He originated the epigram: "A jobber's first duty is to help his customers to prosper," which has become a recognized principle of trade. He could foresee trends and tendencies of the future—and he was optimistic enough, alert enough, progressive enough to become a pioneer in blazing the new trails called for by the never-ceasing evolution of mankind and of business.

When I asked Mr. Simmons who could give me an insight into his early business methods—the laying of the foundation is always the part that most interests me, since it is usually the most illuminating—he referred me to, whom do you think?

A man who served in his employ for many years and then became one of his most aggressive and successful competitors!

Any man who, near the close of life's day—Mr. Simmons is 77—can intrust the describing of his character, his methods and his reputation to an old competitor must surely have a clear conscience and a clean record.

Mr. Simmons has.

But don't jump at the idea that in the early days business morals and business practices were on as high a plane as they are to-day, or that Mr. Simmons was too sanctimonious, too punctilious, too high-minded to enter the rough-and-tumble of the business fray, and play the game according to the questionable rules then in force.

Oh, no, he was no mollycoddle. Catch-as-catch-can was the only motto or mode business then knew. Truthfulness, money-back-if-you're-not-satisfied, fair prices—such refinements of trade are all modern. Mr. Simmons did his share in ushering them in a generation ago. His career covers both the old and the new era.

BY B. C. FORBES

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He was born in Frederick, Maryland, on September 21, 1839, of Philadelphia ancestors, and trekked to St. Louis when a young lad. He had a mania for pocket knives, and no friend or acquaintance had one that he had not examined minutely. So, when he was turned into the world, at 16, to look for a job it was natural that he should apply at a store where they sold knives—that of Child-Pratt & Co.—where the colloquy which opens this article occurred.



E. C. SIMMONS

It was the largest wholesale hardware store in St. Louis, and his first weeks were devoted to taking all the goods from the shelves, dusting them and putting them back again. His pay was \$3 a week, or, to be exact, he served under a three-year agreement, calling for a salary of \$150 the first year, \$200 the second, and \$300 the third. He did the dusting so thoroughly that the boss complimented him, and promoted him to be an errand boy. Every opportunity found him familiarizing himself with the stock. His love for pocket knives in particular, and cutlery in general, had thus early begun to pave the way for the Simmons Hardware Company, owners and operators of the largest pocket knife factory in the world.

By the time his apprenticeship ended he was able to command a better position with another firm, Wilson, Levering & Waters, his theory being that with this smaller house he could make his work and personality tell sooner and more effectively. He had not been there many weeks when this conversation occurred:

WANTED TO DO MORE WORK

"Mr. Levering, will you please let me carry the store key?" This key, by the way, was one of the old-fashioned sort, nearly a foot long.

"What do you want to carry the key for?" demanded the boss gruffly.

"Because the porter doesn't come down early enough. I want to do more work."

"What time does the porter get down?"

"Half-past seven."

"What time do you want to get down?"

"Half-past six."

"Well, if you feel that way about it, you may carry the key—but you will soon get tired of it."

He didn't. Young Simmons had already sensed Opportunity. There were no salesmen in those days to go to buyers; buyers had to go to the sellers. Nor were there any railroads. The boats on which merchants came to town landed at night, and the four principal hotels in St. Louis were all within three blocks of the store. The wide-awake young clerk, a very early riser himself, had noticed that country merchants, unable to sleep because of the city noises, often got up between five and six o'clock and walked around sight-seeing. Simmons figured that if he had the store open some of them might drop in—and the early bird would catch the worm.

The very first morning a Missourian stopped to look at a pile of grindstones at the front door. Simmons went out

and greeted him with an affable "Good-morning!" The Missourian was not averse to talking, and the enterprising young clerk diplomatically told him how this was the first morning of an experiment he had conceived and how anxious he was to make it a success.

Before the porter or anyone else came to start work, Wilson, Levering & Waters had sold a sizable bill of goods to the Missourian—and continued to sell him regularly for many years.

The sign over the door by-and-by was changed to read: "Waters, Simmons & Company." From this grew the Simmons Hardware Company.

How the Simmons Hardware business, starting humbly, has been built up to its present proportions, with buildings totaling enough to swallow up the great Singer Building of New York, is the main theme of this story.

Mr. Simmons early learned to handle both hardware and human hearts. He knew how to grapple both coworkers and customers to his heart "with hooks of steel." It was he who first introduced traveling salesmen in the business and for years he employed more than any other enterprise in the country—he has over 500 to-day. How he has taught those salesmen; how he has fathered them, enthused them, developed them and rewarded them reflects his character—and his genius.

He was and is an Optimist—with a capital O. He continually writes and sends out letters of encouragement and every week sends out a long personal chat to the whole force—the Simmons weekly letter was in reality the first "house magazine" in our annals. It breathes optimism; it sparkles with wit and wisdom; it provides "small talk" for salesmen to use when meeting buyers; it supplies selling arguments; it gives the men helpful advice on life and morals without ever flavoring of goody-goodyism; it is never a cold business document, but a delightful letter from home; a welcome, cheering message from a large-hearted father who is seeking to aid his sons in making their way in the world.

"How we used to look forward [to that weekly letter]," one of the veteran ex-salesmen recently told me. "It did more than Mr. Simmons can ever know to keep some of us straight when we were away from home for six months or even a year at a stretch. A lot of us stopped drinking because of his advice to us. He also taught us that trickiness wouldn't last, and that honesty would win out every time."

BRACING UP SALESMEN

"He stimulated us wonderfully. After the 1873 panic, trade went to pieces. We salesmen were disheartened; we felt like giving up trying to do business. I well remember how Mr. Simmons, in his letters, related to us the old story of the two frogs that fell into a basin of milk and couldn't climb out, and how one gave up trying and was drowned, but the other kept on kicking and trying until its efforts churned the milk into butter and enabled it to jump out without any more difficulty! That put heart into every one of us."

"Every Christmas he had all us salesmen at dinner at his home—there were nearer 50 than 500 of us then—and this also helped to bind us close to him. He never did the boss act; he was just one of us, our elder brother, anxious to help us to get on."

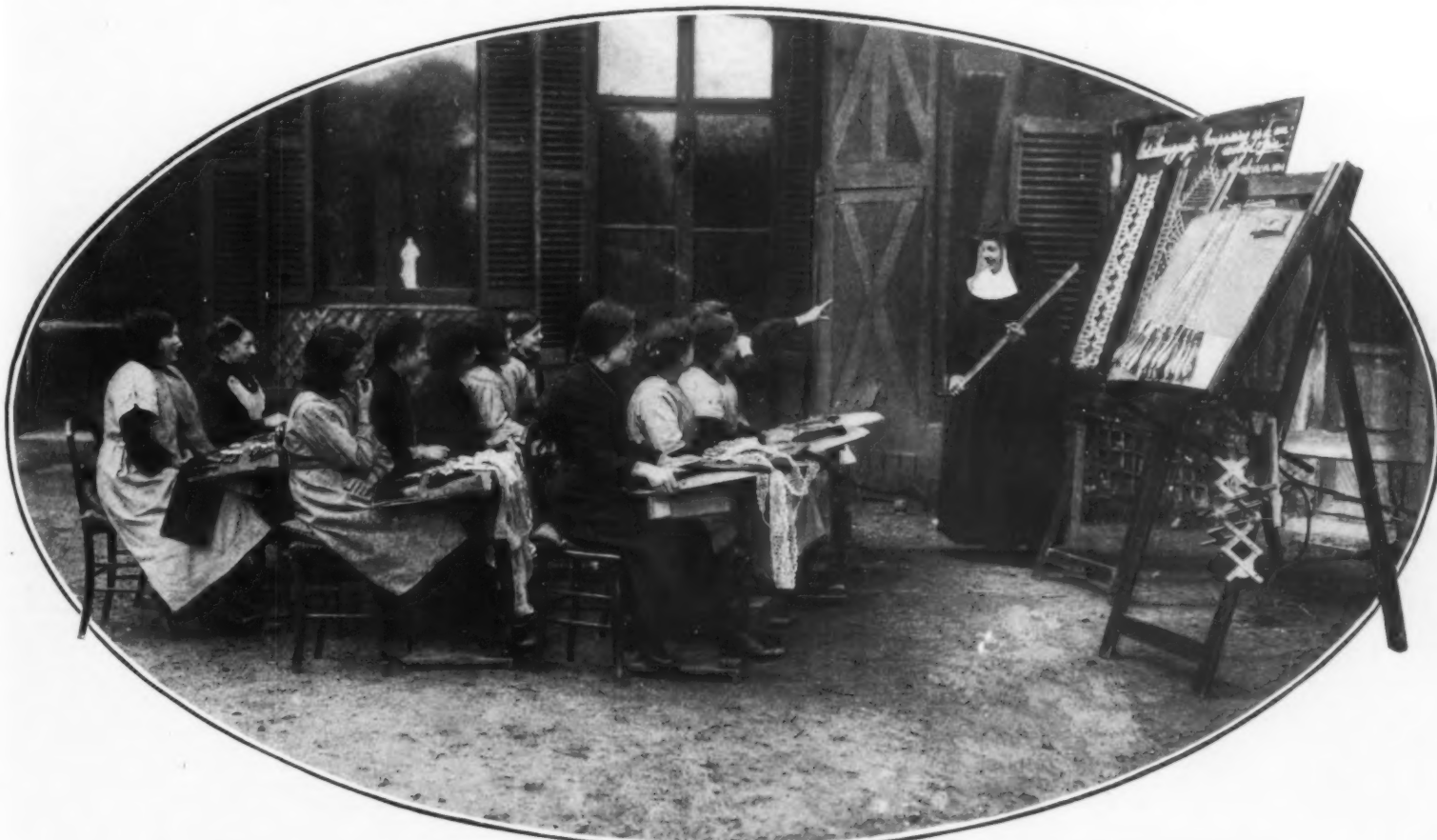
His salesmen keep Mr. Simmons informed of what is going on among customers. A death has always brought from him a letter that was not a formality, but a genuine message straight from the heart—Mr. Simmons being one of the best of letter-writers. He has always found time for acts of thoughtfulness, largely because he has been, as he says, "an early riser"—a pointer that he would pass on with the most cordial endorsement to all who aspire to success in any field.

In former times, when it was the custom of merchants to come to St. Louis regularly to buy their season's supplies, Mr. Simmons personally welcomed them to the Simmons Hardware Company, and always showed them little but telling kindnesses. His desk was always full of acceptable little gifts, often novelties brought from Paris and other European cities. On rising to go a visitor was often handed a souvenir—and on opening it when he got home would be astounded to find his name engraved on it. Mr. Simmons had quietly written the visitor's name on a slip of paper, with other necessary instructions, and the work was done while the conversation was going on. This never fails to make a hit. To this day he spends much thought on the art of how best to entertain visiting merchants; he knows the likes, the tastes and the interests of most of them and he sees to it that their stay under

(Continued on page 498)

FRANCE HAS 200,000 WAR ORPHANS

FROM DONALD C. THOMPSON, STAFF WAR PHOTOGRAPHER FOR LESLIE'S



IN TRAINING FOR THE STRUGGLE OF LIFE

It is estimated that France has, already, 200,000 war orphans, who must be cared for by the government or by charity, and the number grows day by day. This problem has been approached systematically and wonderful work is being done in the care and education of these waifs of war. The photograph is of a class of girls being taught the making of lace; but industrial training in many lines is given. Orphans may not, under recent laws, be taken out of France for adoption, but assistance from other countries in caring for them is accepted with gratitude.



AMERICAN MILLIONS TO HELP THE NEEDY

In New York City, recently, an organization of which many of the most prominent people in the country are members, was formed to help care for French orphans, such as the girl in this photograph. It is known as The American Society for the Relief of French War Orphans,

and proposes to carry on one of the most gigantic philanthropic enterprises in history. During a 15-year period \$130,000,000 is to be raised and expended in the work. The society's offices are at 44 Wall Street. It will have 34 directors, all men of national prominence.



TWICE DESOLATED BY WAR

Not only has France an army of fatherless children to care for, but many old people who have been driven from their homes. These women from northern France are refugees in Paris. They were driven from their homes in 1870 also by the Prussians. Both of them have grandsons in the French army. They are devotees of charity for food and clothing, and are too old to labor vote nor wish themselves in their devastated one man. Most voters as Mr. Hughes recently said: "Poor is the friend of justice."

THE TREND OF PUBLIC OPINION

BY CHARLTON BATES STRAYER



THE TOLL OF WOUNDED TAKEN IN THE BRITISH ADVANCE

A field dressing station where the British wounded were sent during one of the many engagements that make up the Battle of the Somme, in which a million men or more have fallen.

There are scores of such stations: just outside of the firing zone, and when an advance is on the medical staff works day and night dressing wounds and moving men to hospitals.

WHY REELECT WILSON?

A NOTABLE contribution to campaign literature is the prize editorials in the Philadelphia *Public Ledger's* editorial writing contest on "Why Wilson Should Be Reelected" and "Why Hughes Should Be Elected." Chester S. Lord, formerly managing editor of the *New York Sun*, and John A. Schleicher, Editor of *LESLIE'S WEEKLY*, were the judges of 329 Hughes editorials submitted, and Rabbi Stephen S. Wise of New York and Professor Henry Jones Ford of Princeton University judged the 459 editorials in support of President Wilson. The first prize for the Wilson editorial was won by Ernest F. Boddington, of the editorial staff of the Philadelphia *North American*, who believes the President should be reelected because of platform promises which have been fulfilled under Mr. Wilson's leadership. He mentions the progressive legislation of the past four years which his opponents are careful to avoid even hint of desire to undo: the extension of the Parcel Post, the Rural Credits Act, the Child Labor bill, the Tariff Board. Unable to dispute this record, opponents of the President "focus their fury on the manner in which the foreign affairs of the country have been administered." Colonel Roosevelt charges the President with being a "mollycoddle" who "pussyfoots" in addressing foreign powers. Colonel Harvey declares that the President's notes to Germany have been truculent enough to make war over and over again, and that it has only been avoided by the kaiser acting in his own interest. The voter is asked to punish the President for these contradictory reasons because he "merely obtains results." Not forgetting that the United States "were born in the agony of revolution," the President clings to the principles upon which the Republic was founded and believes that "Mexico has the right to work out its own salvation." Finally, the spiritual and social awakening of our country finds in Woodrow Wilson "its typification and its embodiment," a "100 per cent. President" whom the nation needs to retain in office.

WHY ELECT HUGHES?

THE winner of the first prize for the Hughes editorial was Robert Webster Jones, chief editorial writer, Pittsburgh *Chronicle-Telegraph*. Mr. Jones finds in the extraordinary efficiency, fidelity and courage which Mr. Hughes has demonstrated as a public servant an "excellent reason" for electing him President, but says "the point it is necessary to hammer home is that Mr. Hughes would be a better President than Mr. Wilson." Declaring that four years of misrule have brought about a "combination of undesirable and even dangerous conditions which nothing but a change of administration will rectify," Mr. Jones enumerates the leading counts in the indictment as follows: Our humiliation in the eyes of the world through President Wilson's failure to protect the lives and property of our citizens; the imposition of "oppressive and irritating taxes, entirely unwarranted in time of peace," and the rejection of a protective tariff as the logical and least oppressive method of raising the revenue made necessary by the administration's extravagance. A readjustment of the tariff on the sound, protective principle is necessary to secure our economic independence. President Wilson's "vacillating, self-contradictory" course toward Mexico has incurred "the hatred of its people and the contempt of our own." Mr. Hughes proposes a Mexican policy of "firmness and consistency." The principle of civil service has been flouted to make room for "deserving Democrats." President Wilson's yielding to the demands of the railroad brotherhoods in which he surrendered the principle of arbitra-

tration in industrial disputes and dictated "rapid-fire legislation" to Congress is contrasted with Mr. Hughes's declaration, "I stand for the principle of fair, thorough arbitration, and for legislation on facts." The peculiarity of Mr. Hughes's platform rhetoric, says Mr. Jones, is the oft-repeated phrase "I stand for" this or that principle or policy, whereas no one knows what the President really stands for. In closing Mr. Jones argues that the country should turn to Mr. Hughes as a "true Republican, true



From the N. Y. Evening Post

THE PATH PERILOUS

Progressive, and above all a true and typical American," in place of Mr. Wilson who has given the country "an academic, anaemic, theoretic, epistolary, and dangerously experimental, administration."

ONE MASTER FOR RAILROADS

NO solution of the railroad problem can be had so long as the roads are subject to the conflicting regulation of the Federal Government and forty-eight States. The passage of the 8-hour law settled a threatened strike, but did not solve the railroad problem. As chairman Walter D. Hines of the Santa Fe Railroad pointed out in an address before the Investment Bankers' Association at Cincinnati, the railroads have been left in a position "full of danger to the public and full of discouragement to the prospective investor." The practical, constructive suggestions of Mr. Hines include single regulation of rates and wages by a Federal Commission, and legislation by which the power to issue stocks and bonds will be derived from the nation and the method of their issue will be supervised by the Federal Government. As matters now stand, prospective purchasers of railroad securities have no assurance that their value may not be seriously affected or wiped out by the action of State legislatures or commissioners. Just previous to the stimulus of the war, railroad finances were at a low ebb. In 1915 there was less new railroad construction than in any year since the War between

the States. The total of new railroad securities listed on the New York Stock Exchange that year was \$693,000,000. Only \$91,000,000 of this was for new work, the balance being for the refunding of old securities. Out of this small sum for new construction less than \$13,000,000 was secured through the issuance of railroad stock, the balance being in bonds or notes. This low-water mark of railroad finances, in which purchasers of railroad securities preferred to be creditors of the railroads instead of partners, has been temporarily remedied by the prosperity that has come through abnormal war trade. When the war prosperity has passed there is danger of a sudden collapse of the railroads to the conditions of 1915. Chairman Frank Trumbull of the C. & O. Railroad points out that nowhere else in the world do railroads have the handicap of so many conflicting masters, because of which "millions upon millions of dollars which ought to be saved for somebody are going over the dam every year." Whoever is elected President something should be done to assure Federal control of railroads.

POLITICS IN THE charge has been made by opponents of President Wilson that ADAMSON LAW political expediency prompted his support of the 8-hour law. Color is given to this charge when one sees the railroad brotherhoods openly opposing Mr. Hughes, and notes an editorial written by President Garretson of the Brotherhood of Railway Conductors, sent out simultaneously from Brotherhood headquarters and from the Publicity Bureau of the Democratic National Committee. While helping to solidify the votes of the Brotherhood in favor of Mr. Wilson, such tactics, it is thought by many, will also make votes against the President. William J. Pinkerton, President of the Railway Workers' Non-Partisan Association, and a member of Lodge 752 of the Brotherhood of Railroad Trainmen of Chicago, has met the appeal of President Lee of the Brotherhood to support President Wilson by a letter addressed to the 16,000 members of his organization, all of whom are brotherhood men, attacking the 8-hour law. Mr. Pinkerton declares it has placed the unions in the hands of the politicians, and the law makes possible abrogation of all present working agreements and benefits gained through collective bargaining. Judge Robert S. Lovett, head of the Union Pacific Railway, recognizes the President's action in the 8-hour controversy to be a mistake, but strongly supports Mr. Wilson, because he has "more really great achievements to his credit than most Presidents who have preceded him." Division terminals with freight yards, engine houses and repair shops representing a large investment of money are now located about 100 miles apart. Neither side expects the divisions to be shortened. The railroad officials say that the trainmen are not looking for a shorter day, but simply more overtime and higher pay. The trainmen reply that by cutting down the length of trains and running faster, a hundred-mile run could be made in eight hours instead of ten. But economy in moving freight has come through lengthening the trains. If the number of cars of a train is to be cut to one-half and the number of crews doubled, this will mean a great increase in expense to the railroads and will ultimately have to be borne by the public. A country banker, pointing out that the shorter hours of city employment have already drawn thousands to the cities so that the problem of labor has now become serious with farmers, declares that a general 8-hour day in town and city employments and in transportation would make the shortage of farm labor still more acute, and by cutting down the country's food production add to the already high cost of living.

WATCHING THE NATION'S BUSINESS

BY THOMAS F. LOGAN, LESLIE'S WEEKLY BUREAU, WASHINGTON, D. C.



A CONGREGATION ALONG THE MEXICAN BORDER

The First Wisconsin Infantry at Fort Sam Houston, Tex., was photographed recently at a church service held by the chaplain. While some troops are being withdrawn from the border others are being sent to take their places. Secretary of War Baker was quoted.

recently, as saying that conditions in Mexico are still such as to make it necessary to keep the National Guard on the border. Well-informed circles predict a new and violent outbreak in northern Mexico soon. Dissatisfaction with the Carranza régime is increasing.

SHIFTING VIEWS ON SUBMARINE WAR

THE American government has taken two different attitudes with reference to the question whether submarine warfare can be made effective and yet comply with international law. In the so-called "ultimatum" to Germany, which brought forth the modification of orders to German submarine commanders, President Wilson said in the note of April 18, 1916: "It has become painfully evident to it (the American government) that the position which it took at the very outset is inevitable, namely, the use of submarines for the destruction of an enemy's commerce is of necessity, because of the very character of the vessels employed and the method of attack which their employment of course involves, utterly incompatible with the principles of humanity and the long-established and incontrovertible right of neutrals and the immunities of non-combatants." At another time, May 6, 1915, the American government called attention to the fact that the chief objection to attacks by submarines was to be found in the "practical impossibility of employing submarines in the destruction of commerce without disregarding those rules of fairness, reason, justice and humanity, which all modern opinion regards as imperative." Yet, while that direct note was written by Bryan, on July 21, 1915, Mr. Lansing in a note to Germany said: "The events of the past two months clearly indicate that it is possible and practicable to conduct such submarine operations as have characterized the action of the imperial German navy within the so-called war zone in substantial accord with the accepted practices of regulated warfare. The whole world has looked with interest and with increasing satisfaction at the demonstration of that possibility by German naval commanders. It is manifestly possible, therefore, to lift the whole method of submarine warfare above the criticism which it has aroused and remove the chief causes of offense." Apparently the Administration has gone back to the view of July 21, 1915, as differentiated from the views expressed in May, 1915, and later in April, 1916.

PAMPERING THE WAR MONSTER

GREAT BRITAIN is now spending \$25,350,000 a day to keep the war going. She has spent \$15,660,000,000 since its start. Germany's total expenditures have now reached \$13,800,000,000. These two nations have spent for war purposes \$29,540,000,000, an amount greater than the total value of all agricultural crops. In fact, \$29,000,000,000 would buy the entire agricultural output, all the existing telegraph and telephone systems, all the railroads and their equipments, with the street railways thrown in. The value of the total agricultural products of the United States is about \$5,250,000,000, the railroads about \$16,000,000,000, the street railways \$4,500,000,000, and the telephone and telegraph systems about \$1,250,000,000.

WHEN THE ALLIES CLOSE THEIR MARKETS

IN eight months of the current year the exports of the United States have aggregated \$3,435,000,000, thus surpassing all records. Great Britain was our best customer, taking \$1,207,751,000, and France came next with \$554,475,000. Everybody knows that war orders have crowded our factories with work, our railroads with freight and lifted the prices of cotton, corn and every product of our farms and factories, but when it comes to an end, who will fill the shops with orders, pay freight to railroads and

remunerative prices for cotton, corn, farm products and the output of our mines? The sudden slump in the stock market on the mere rumor of peace tells its story of what may happen after the war. When the abnormal war demand ceases, our best customers will strive to sell and not to buy. With lower wages and longer hours of work, they can sell at lower prices than we. It is well for this country to realize that the bulk of its present enormous export trade is being done with the Allies, who lately entered into an agreement to close their markets after the war to the Central Powers, and neutrals also may find it hard to enter, since even Great Britain has been converted to the idea of a protective tariff.

FLIRTING WITH THE GERMAN VOTE

IS it any wonder that the campaign managers are making valiant efforts to get the German vote? In the State of Illinois, for instance, at the last census there were 319,199 residents who were born in Germany. Illinois, Pennsylvania, New



York, Ohio and Wisconsin will contribute largely to the victory of the next President. New York had 436,911 Germans at the last census, while Ohio had 175,000, Pennsylvania 195,000 and Wisconsin 233,334. The politicians count one voter to every five persons listed. In Illinois, however, it is calculated that there is a German vote of 100,000. This explains the significance of the recent controversy over the statement that Victor Ridder had supplied some friendly comment for one of the speeches of Mr. Hughes. Mr. Hughes writes his own speeches and speaks his own mind. The counter-charge that Senator Stone of Missouri told a group of Germans that President Wilson's utterances on hyphenism were merely political and that his notes to Germany were not to be taken seriously hardly deserves any more consideration. Senator Stone has been trying to get the German vote for Wilson, but he is not making any incautious statements.

MEXICO'S FRIGHTFUL WAR BILL

GREAT BRITAIN has \$5,250,000,000 invested south of the Rio Grande and in the West Indies. Her investment in Mexico alone is over the \$2,000,000,000 mark. The United States has investments in Mexico approximating the same figure. Many of the mines and oil wells of American interests have been closed down as a result of the watchful waiting policy. Considerable foreign property has been confiscated. There are literally thousands of smaller bills against the Mexican government for destruction of stores, banks and other property and the unlawful taking of life. The whole bill against Mexico finally is likely to total closer to a billion than half a billion dollars. The foreign claims already listed reach the enormous total of \$400,000,000. The claims of Great Britain alone will reach to \$100,000,000, while the claims of the United States amount to \$125,000,000. Spain probably will be next in line, with a bill of \$75,000,000, while Germany, France and other countries will divide the balance. Mexico, as a result of the watchful waiting policy, long since went into bankruptcy.

TRADING IN HUMAN HAIR

GRADUALLY changing styles in hairdressing in the United States and Europe have dealt a death-blow to the trade in human hair in Hong Kong, China. In 1910 this trade reached its highest level, the United States alone buying such hair to the value of \$695,137 direct, in addition to a large amount which went by way of Europe. The preparation of hair in various stages became one of the leading industries of Hong Kong. New York took nearly all the long lengths of hair. This is vouched for by American Consul General George E. Anderson, at Hong Kong. The demand in Europe was for short lengths, stubs, combs and wastes. With the advent of the war this European demand has fallen away, and the changing styles in the United States have cut down the demand from New York.

GOMPERS APPOINTED TO THE ARMY BOARD

IF President Wilson had appointed his Secretary of Labor, William B. Wilson, to the advisory committee of the War Department, there would have been general approval of the effort to balance the committee by having a fair-minded labor man as a member of it. It is doubtful whether the appointment of Sam Gompers will be popular. Mr. Gompers has frequently tried to create the impression that he controls the labor vote. If it is true that the labor vote can be controlled at elections, then it is a fair deduction that Mr. Gompers is not as popular with the rank and file as he seems to think, because, if organized labor has real influence at the polls, there is no other explanation of Mr. Gompers's inglorious defeat when he ran as a delegate to the constitutional convention in New York, and claimed to control the 600,000 New York members of his Federation of Labor. As a matter of fact, there is a great deal of buncombe about classified votes. A man may be a Jew, a German and a laborer and yet one party may claim him in the labor vote, another claim him in the German vote, and another in the Jewish vote. The same is true of Catholics, business men, and all other of the so-called vote classes. There is ample evidence that neither the labor vote nor any other can be delivered by any one man. Most voters think for themselves, and as Mr. Hughes recently said: "The best friend of labor is the friend of justice."

SEEN IN THE WORLD OF SPORT

BY ED A. GOEWEY
(THE OLD FAN)



ANOTHER CASEY IN THE LIMELIGHT

Despite the fact that the Harvard team was minus six of its regular players when it clashed recently with North Carolina, three touchdowns from which goals were kicked netted the Crimson 21 points. As their rivals failed to score, the result partly atoned for the fiasco of the previous week when the Cambridge eleven was humbled by Tufts to the tune of a 7-3 score. Eddie Casey, the old Exeter star, was the hero of the Harvard victory because of his wonderful open field running. He made one run of 40 yards through the line which enabled his team to make its second touchdown.

THE UP-TO-DATE LANCELOT

In days of old, so we are told,
Each knight was bold and scrappy;
He'd boast about his lady's charms,
But ne'er was really happy
Unless some rival roustabout,
In rude terms of derision,
Would force a joust with sword or axe
By gibing his decision.

But in the present high-brow age
Our custom is much better,
E'en though our lust for fight and gore
We don't unduly fetter.
Instead of coat of mail and axe,
When modern heroes battle,
They use the clinch or uppercut,
Their opponents to rattle.
A tackle high, or one quite low,
Can bring about destruction;
Effective quite, though more polite,
You'll find our modern ruction.



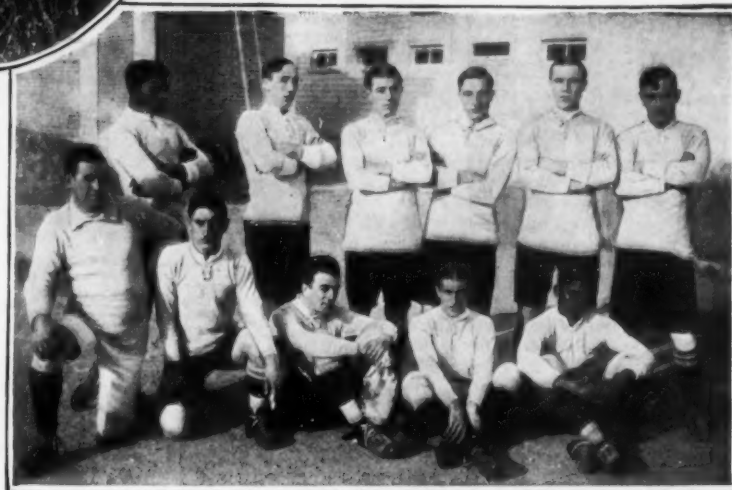
THEY HAD REASON TO SMILE

Joseph J. Lannin, president of the Boston American League club, congratulating his manager, Bill Carrigan, just before the conclusion of the final game of the recent World's series, when it was evident that the Red Sox would win the 1916 championship. This team also won the great baseball classic in 1903, 1912 and 1915. After this contest Carrigan announced officially his retirement as manager. The Boston victory was anticipated by all veteran "dopesters," but the playing of the Superbas was a distinct disappointment to their admirers. However, the series was a success, 162,859 persons paying \$385,590 to witness the five games. The Red Sox players received \$97,756; the Brooklyn players, \$65,170; each club, \$92,052, and the national commission, \$38,559. Total receipts in 1915, \$320,361, and attendance, 143,351.



ONLY WOMAN GUIDE

The fair sex have invaded another field, and very soon there will remain but few lines of endeavor for them to conquer. This is Miss Ruth McGuire, to date the only woman guide in the Adirondacks. She excels in all outdoor sports, but is happiest when, gun in hand, she is leading a party of hunters after deer or bear.



SOUTH AMERICA'S FOOTBALL CHAMPIONS

Most persons "up north," without looking into the matter, believe that practically every country lying below the southern boundary of the United States is so intolerably hot that high-class athletics are out of the question. This supposition is contrary to fact. Here is the Uruguayan team, South American football champions, who recently bested eleven from Brazil, Argentina and Chile at Buenos Aires at the centenary celebration of Argentine independence. Incidentally, baseball also is meeting with favor in many South American countries.



THE WHIP WINS BRYN MAWR CHALLENGE CUP

The Bryn Mawr Challenge Cup, the gift of Charles E. Coxe, finally became the permanent possession of Miss Constance Vauclean, when, at the recent Bryn Mawr Horse Show, she won the trophy for the third time in succession with her chestnut mare, The Whip. As in the previous competitions, this splendid animal outclassed the field.

PEOPLE TALKED ABOUT



CHARM TO THE RESCUE

Senorita Carmen Tapia, the Mrs. Vernon Castle of Mexico, might be one of the reasons why boys leave home and go to war in Mexico. She is the sister of Senora Obregon (to the right) and her dance was the feature of a performance, on the day of the Feast of St. Francis, for the benefit of the starving Mexicans of Sonora.



CAPTURED A GENERAL

"Shoot if you must," General Obregon is reported to have quoted, and they lived happily ever after. The lady disguised as Pocahontas is the wife of the Minister of War of the Carranza government. It was General Obregon who, in his conference at El Paso, Texas, May 4th, with General Hugh L. Scott, Chief of Staff of the United States Army, demanded the withdrawal of the American troops from Mexico. They are still there.



HOLDS INTERESTS OF PEACE AND WAR

When Ambassador James W. Gerard was arriving in New York, October 10th, for his vacation, John Brinckerhoff Jackson was hard at work in the Blue Room of the Gerard mansion in Berlin. Mr. Jackson has spent 29 years in American diplomatic service and is at present an envoy assigned to assist with the great volume of work which the embassy in Berlin is handling. As the embassy represents England, Japan and Serbia in the German capital, Mr. Jackson has to attend to all the correspondence relative to the Germans' prisoners who were natives of these countries. At the request of the German government he investigated prison camp conditions of England and suggested means for the betterment of the condition of the prisoners.



WOUNDED BUT UNDAUNTED

Lieutenant Zinovi Pechkoff, who is the son of the Russian author, Maxim Gorky (the Russian system of naming sons is unfathomable), is a member of the French Foreign Legion. In May, 1915, when he lost his right arm at Givenchy he was invalided out of the Legion but after a little vacation in Italy, lecturing about the war, he re-enlisted. As he speaks almost every European language, he was to be sent to Saloniki as an interpreter for General Sarrail, in command of the Allies' polyglot forces there, but his health could not stand the climate. At present he is visiting in the United States.



A CHINESE SUFFRAGETTE

The first Chinese woman to register for the San Francisco primaries was Mrs. See Tong King Chong, whose late husband was the first senator of the Chinese Colonies of the United States to the Chinese Republic. Perhaps it is because we and the Orientals do things in opposite ways or perhaps it is because of the innate perversity in some women that Mrs. Chong raises her left hand to take the oath.



HIS WORK IS CATCHING GERMS

Mayor Curley of Boston has appointed Aloy Soong, aged 29, as a bacteriologist in the Health Department. He is a graduate of Rhode Island State College and also studied at Yale. He is the first Chinese to win a city position in Boston.

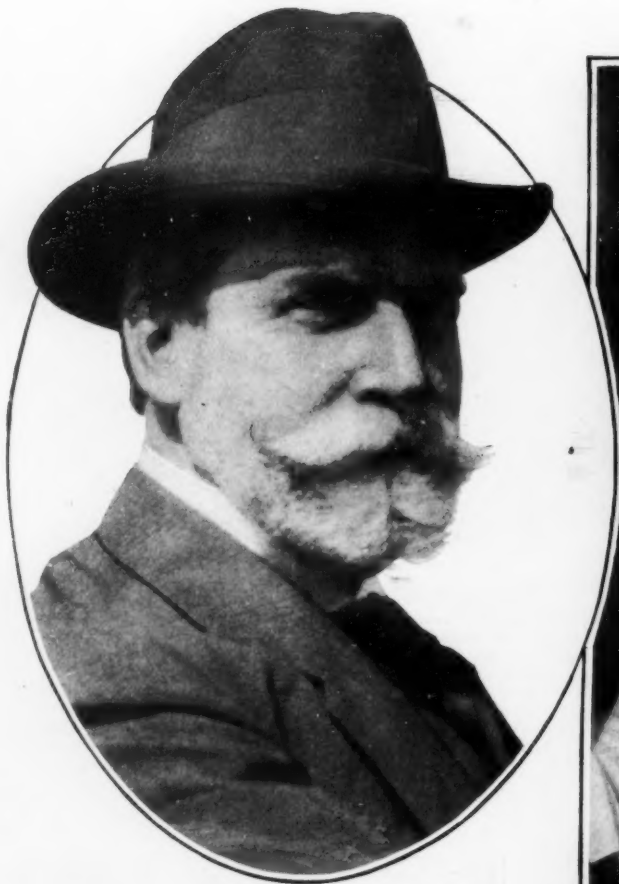


A NORTH CAROLINA JUNO

A number of artists, almost a jury, have agreed that Mrs. Samuel Taylor Dorsett, the daughter of a North Carolina mountaineer farmer, is the perfect model for the figure of Juno. As Panama her figure was on the diplomas awarded by the Panama-Pacific Exposition. Her figure was reproduced by Paul Bartlett in the new House of Representatives' pediment and the mural paintings of S. Y. Turner in the new Wisconsin State capitol present her. Hers is a family of large people; she is one inch short of six feet and perfectly proportioned.

THE CAMPAIGN'S

THOUGHTS FROM WILSON, HUGHES AND ROOSEVELT



MR. HUGHES ON PROTECTION

In one of his recent addresses the Republican candidate for President declared: "I propose that we shall protect American labor against the labor of other countries that is paid on a lower wage scale."



"JUST PLAIN AMERICANS"

Before a great audience in Milwaukee, Mr. Hughes said: "We have no unstated purposes. We are just plain Americans. Nobody can embarrass me by talking about Americanism. I am not for this nation or that nation. I am for the United States first, last and all the time, without regard to another consideration." And again he said: "I am for the maintenance of American rights throughout the world, without fear, unflinchingly, in regard to American lives, American property and American commerce."

LABOR VOTE UNFETTERED

When Mr. Hughes's special train stopped in a Chicago railroad yard an Illinois Central engineer penciled this note as he sat in his cab, and sent it to the candidate in the train nearby: "Gompers can't deliver my vote and he can't deliver the votes of the other men who are for the best interests of the old U. S. A."



THE COLON'S THE
Colonel Theodore Roosevelt's severe finish of the presidential campaign. At the end of the campaign, he is a straightforward, sincere, powerful man who expresses himself by suffering for three and a half years under the promise can never be taken, publishing that he means to put it into effect. Wilson kept the country out of this is a made for either Washington or Lincoln. Wilson has put us into several noble lines never finished any one of them at the whole business done on



ROOSEVELT'S JAIL

Colonel Roosevelt says: "There are down on the Mexican at present in Mexico under Scott and Taylor combined in our war with Mexico. But we have not secured what follows a wise, righteous war—p said: "Instead of speaking softly and carrying a big stick, sent Wilson"

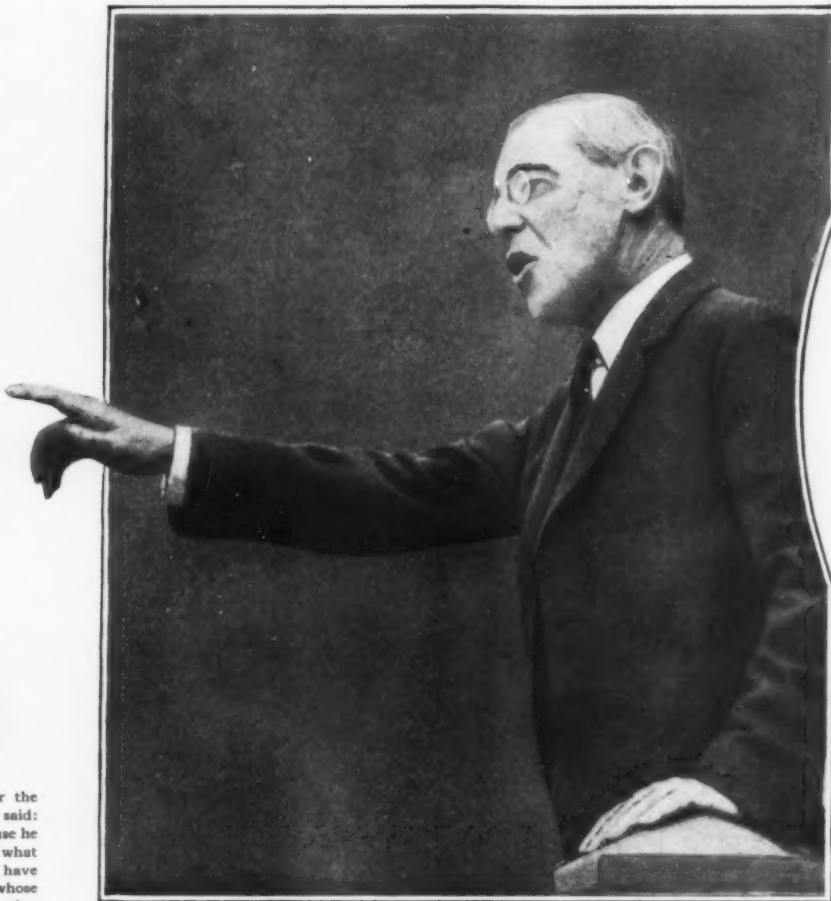
WHIRLWIND FINISH

ROOSEVELT, THE NATIONAL FIGURES IN THE ELECTION



COLONEL THE RING

Roosevelt made several speeches near the election. At Emporia, Kan., he said: "I hate the man of Mr. Hughes because he is a sincere, cheerful man who means what he says and is doing by his deeds. We have a half a century of the sway of a man whose name has taken on a presumption of authority. Wilson claims credit because of this is a claim that cannot be refuted. It is not true. Mr. Hughes has won several little wars, but he has lost the war at the end he always leaves the business done over again."



COPYRIGHT PAUL TURNER

CHOICE OF WAR OR PEACE

President Wilson, in an address at his summer home near Long Branch, N. J., said: "There is only one choice as against peace and that is war. Some supporters of that party, a very great body of the supporters of that party, outspokenly declare that they want war, so that the certain prospect of the success of the Republican party is that we shall be drawn, in one form or another, into the embroilments of the European war, and that to the south of us the force of the United States will be used to produce in Mexico the kind of law and order which some American investors in Mexico consider most to their advantage."



SEVERE'S HAD

Mexico at present more than ten times as many men as were in the war. We have had all the bloodshed and expense of war. Of the European situation the Colonel spoke bombastically and carried a dishrag."

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TURNER & UNDERWOOD

FIGHT FOR SOMETHING WORTH WHILE

At Omaha President Wilson declared: "When you are asked, 'Aren't you willing to fight?' reply yes but you are waiting for something worth fighting for."



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REVOLUTION IS RIGHT

In speaking of Mexican affairs Mr. Wilson declared: "Some of the leaders of the revolution may often have been mistaken and violent and selfish, but the revolution itself was inevitable and right. So long as the power of recognition rests with me the government of the United States will refuse to extend the hand of welcome to anyone who obtains power in a sister republic by treachery and violence."

California Santa Fe Outdoor Sports



Don't stop your open-air sports when winter comes
Go to California

MOTORING?

California has more asphalted highways than any other state; touring opportunities equal to Europe.

RACING?

Winter races at Tia Juana near San Diego begin early in November and continue 100 days.

POLO?

This thrilling pastime is increasing rapidly on the Coast.

GOLF?

Modern links and hospitable country clubs invite you to beat par.

THE OCEAN?

Salt water bathing—sailing—fishing.

Four daily California trains, including California Limited, also Santa Fe de Luxe, weekly in winter. Enroute visit Petrified Forest, the Grand Canyon of Arizona, and Castle Hot Springs. Hawaii afterwards. Fred Harvey meals. Booklets of trip and travel on request. M.J. Block, Bus Traffic Mgr., AT&T Bldg., 1004 Railway Exchange, Chicago.

GUARDIAN ANGELS OF FRANCE

BY MARIAN BONSALE DAVIS

THERE is a studio in the heart of the Latin Quarter in Paris where the modeling tools that used to form exquisite *petits bronzes* have been shoved to the wall to make room for the paraphernalia of small blue bags—of no picturesqueness whatsoever.

But on Sunday morning at the Gare du Nord, as the soldiers who have been on permission leave again for the front, the gates which are locked to all but military authority swing open in official welcome to a young American artist and her small blue bags.

She is our own Marie Louise Brent, a name well known to Paris artists and to those who follow with eagerness the exhibitions of the Salon. Though she was educated in Italy and Switzerland, and spent her art-student days at the Colarossi, she calls Columbus, Ohio, home. Now, sometimes in the most round-about ways, "folks from home," not only in Ohio, but unknown friends in widely scattered States, hear of the blue bags and send checks that, still more of them may be filled. So that in a way that must bring to mind the widow's cruse, some thousands of bags have started on their Sunday morning journeys to the trenches around Verdun.

Every blue bag carries a card with the crossed flags of France and the United



OFF FOR THE FRONT
The last "good-bys" as the Paris troop trains roll out of the Gare du Nord.

courtesy that is at the same time a most intimate and heartening God-speed to French troops. The bags are the color of the uniform and inside are the comforts that are luxuries in the trenches: warm stockings, a handkerchief, a tinned pate, preserved fruit and cigars.

Sometimes, coming unexpectedly, there have been extra gifts. Once came in fairy-



CIGARETTES FOR THE SOLDIERS
Miss Brent (in the foreground) distributing tobacco to soldiers who are on their way to the trenches.

States, in colors, and these words: "With the best wishes of your friends of the United States," and below, in capital letters, "Vive la France!"

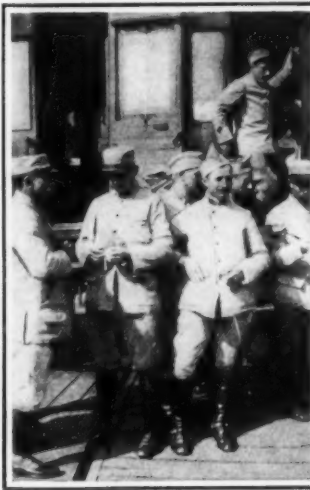
No name goes with it—just the greeting; for this young American girl carries the bags as a messenger from her own country. And to the military authorities at the Gare du Nord they represent an international

tale fashion several hundred sweaters and stockings from the American Clearing House and the American Distributing Service; sometimes, too, Paris friends send the coveted cigarettes in small bunches tied with the tricolor ribbon.

You remember in the movies, how the troop trains go out, arms waving from the windows, helmets swung, salutes given, the long length of the train. It is just like that in reality, only infinitely sadder. Because, when you stand close enough to a man to put a blue bag into his hands, you see the lines that have come prematurely in a young face; you see written on countenances the sacred things that you do not think of putting into words.

Now, at the beginning of the third year of war, a *depart* for the front is a different thing than it was two years ago. Every man going to the trenches has been there before. His eyes have seen the unspeakable. He knows his chances. Death is the thing that is spoken of lightly. Mutilated, blind helplessness is not. But as the train pulls out the faces smile as they smiled on their first *depart*, the arms swing the blue steel helmets that have gone through fire—but there is a difference.

It would be a wonderful thing if everyone of us in the United States could have the experience of placing one of these small blue bags in the hands of a French soldier on *depart*—see that flash of gratitude from the French spirit that quickens to every cour-



THEY HAVE LOOKED UPON DEATH
Veterans of many battles who are at the end of their brief furloughs.

(Continued on page 496)

YOU CAN GET BOTH FOR \$5.00 NOW

ST. NICHOLAS
The Favorite Magazine for Boys and Girls

\$3.00 a Year



(One subscription must be new)

THE CENTURY
The Leading Literary Magazine

\$4.00 a Year

It's the Big Magazine Bargain of the Year—Here's WHY—

You get \$7.00 worth of magazines for \$5.00.

You get both publications for \$1.00 more than one costs.

In The Century you will get

Herbert Adams Gibbons' "Reconstruction of Europe."

Gertrude Hall's novel, "Aurora, the Magnificent."

Over 100 stories and articles.

1920 pages of interesting reading matter.

St. Nicholas will make that youngster happy.

It will entertain him, and at the same time help round his character out right—that's the big idea behind St. Nicholas.

There will be 1152 pages of the kind of reading matter that a youngster enjoys.

In all, you will get two magazines for the next 12 months that will be a source of constant entertainment to you and every member of your family.

Order at Once—Before the Offer Expires

This Special Offer to the readers of Leslie's is time-limited. Take advantage of it immediately. If your check book is not handy, and if it is inconvenient right now to get a money order, mail the order anyway—without a remittance—and we will send you a bill the first of next month.

Desk F

THE CENTURY, 353 Fourth Ave., New York

In answering advertisements please mention "Leslie's Weekly"



A Rubberless World

IMAGINE this world suddenly deprived of rubber! Fires, now quenched by the use of rubber-lined fire hose, would feast on cities.

Gardens would shrivel up.

More than half the wheels of industry would stop for lack of rubber belting. Engines and pumps could not be operated without rubber packing. Factories and mines would close down.

Think of the railroad disasters if there were no rubber air-brake hose! With the disappearance of air and steam drill hose, the digging of our building foundations and the tunneling of mountains could only proceed at the pace of the pick and shovel.

Without rubber gloves and rubber surgical instruments the surgeon would be badly handicapped. Sufferings, unsoothed by the ice bag and hot water bottle, would be unbearably acute.

This is a glimpse. Picture the rest. Imagine your everyday world abruptly set back three-quarters of a century! A startling thought—but one that need not worry you.

For in the last 74 years there has grown up a mighty rubber industry, able

to supply civilization with the rubber articles it needs. With this industry has grown the group of rubber companies which form the United States Rubber Company, the largest rubber manufacturer in the world.

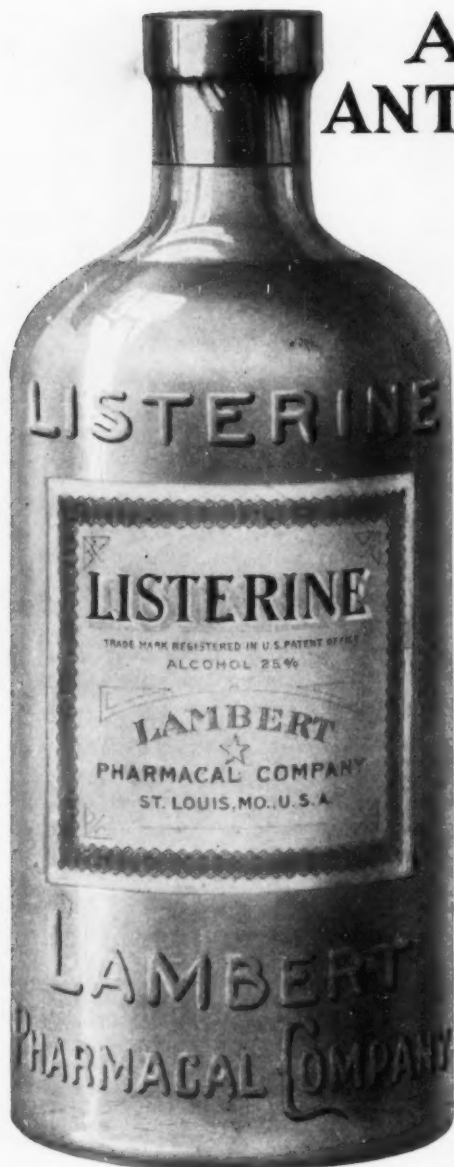
From the 47 tremendous factories of the United States Rubber Company comes every kind of rubber goods humanity demands. It is a well-balanced output, embracing not only belting, hose, packing, mechanical and moulded rubber goods of every description, but also all styles of rubber footwear; canvas rubber-soled shoes; weather-proof clothing; tires for automobiles, motor trucks and all other vehicles; druggists' rubber goods; insulated wire; soles and heels—each in gigantic quantities.

The usefulness of the United States Rubber Company does not hinge on the continued demand for any one product. It grows with the increasing use of rubber for every purpose. And with that growth comes an increasing ability to furnish the quality, variety and quantity of rubber goods the public needs.



United States Rubber Company

A SAFE ANTISEPTIC



-to prevent
infection of
cuts and wounds

-to keep teeth
sound, and for
mouth cleanliness

-as a lotion
after shaving

LISTERINE

NOTE THESE FEATURES—What
Other Car Offers Them at the Price?



Automobiles

1917 Light "40" \$1125
Six

RUTENBER high-speed, 3 1/2 x 5 motor;
Brown-Lipe transmission in alumi-
num case—not an iron case, which is much cheaper but
adds weight; Spicer universal joint and propeller shaft;
Brown-Lipe differential; 34x4 Goodyear rims and tires—
not 32x4 or 33x4; 119-inch wheel-base; Westinghouse ignition,
starting and lighting system. Beautiful, roomy, 5-passenger body.

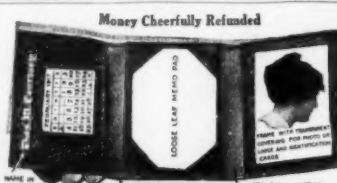
Our Free Catalog Tells the Story

THE BARTHOLOMEW CO., 285 Glide St., Peoria, Ill.

LANDA "Preparedness" BILLFOLD

Elegant, Practical Xmas Gift—Model result of 25 years' experience. Combines currency fold, coin purse, card case, money bag, 1917 calendar, identification card and photo frame. Made of finest, soft, black Seal Grain Leather. Compact, thin, flexible. Will fit any pocket—for ladies or gentlemen. Size closed, 3 1/2 x 8 inches open, 8 1/2 x 3 1/2. Special Price, direct to consumer, \$1.00. Worth \$2.50 each. Ordinarily \$1.50 each. Any name or monogram in 23 kt. gold \$1.50. Packed in handsome gift box, containing engraved Xmas card and tissue wrap.

Landas "Baltimore," same inflexible Morocco Leather. Special Price, direct to consumer, \$1.00. Worth \$2.50 each. \$10.00 doz., postpaid. Order either kind for yourself and friends. Send today draft, M. O. or postage stamps. Order shipped day received. Write for Landas Xmas Gifts catalog. A. Landas & Sons Co., Mfrs., Dept. H11, Chicago



50c

Postpaid

Name Engraved

Free in

23-kt. Gold

For Ladies and

Gentlemen

They mean
foot comfort,
safety and
economy.
No dirt-
gathering
holes. 50c
attached—
gray or tan-
all Dealers.

LOOK FOR THE RED PLUG-IT PREVENTS SLIPPING

SPRING-STEP

RUBBER HEEL

Send 30c to
Spring Step,
125 Federal St.,
Boston, and
get 2 pairs
of Tally-ho
Quality
Playing Cards
that would
cost 50c
elsewhere

EXPORT PROMOTION BUREAU

EDITED BY W. E. AUGHINBAUGH



A CAMP 2,000 MILES UP THE AMAZON

The unexplored area of Brazil, while still embracing hundreds of thousands of square miles, is reduced each year by the rubber hunters and ethnologists who explore farther into the basin of the Amazon and its tributaries.

ONE of the results of the Pan-American Congress held in Washington, D. C., in May, 1915, is the bill recently introduced before the Argentine Congress to reduce to a nominal sum the fees usually charged commercial travelers in that republic and to make one fee cover the entire country. At present the city of Buenos Aires and each province of the general government requires a separate license, ranging from \$75 to \$700 United States gold. These are valid for one year only and apply to but one line of goods. To sell merchandise in the Argentine requires a total outlay of about \$4,000 gold in travelers' taxes, which operates materially against a small concern even prospecting the territory.

Brazil, Bolivia and Colombia have similar laws and it would be a wise business move on their part to abrogate them. The enormous duties charged on imported goods by Latin-American countries are certainly sufficient for maintaining the governments. The present system farms out the right to collect travelers' taxes to politicians, without financial gain to the state, and it has caused trouble to officials and travelers.

The ocean freight situation is in a condition far from satisfactory, especially shipments destined for Russia, a large amount of which is piled on New York and San Francisco docks. Within a few weeks Archangel will become ice-locked until next spring. Efforts are being made to secure ships to trade with the White Sea port of Kola, which will be used to its full capacity now that rail connections with the interior of Russia have been completed. So congested have the warehouses and docks of Vladivostok become with accumulated cargoes that the Russian Government is considering temporarily closing this port to relieve the pressure at this terminal. Within two weeks freight rates to Russian ports have advanced \$5.00 per ton.

Europe, prior to the war, was a large buyer of American apples and pears. This market is closed now, but there are excellent opportunities for our farmers to dispose of these fruits in Latin-American markets, especially Brazil, Uruguay and Argentina. These countries were formerly large purchasers from Australia and New Zealand fruit growers, but owing to the scarcity of ships cannot obtain their supplies. Argentina and Brazil alone consume about 1,250,000 boxes of apples yearly, and about 300,000 boxes of pears. We have refrigerator ships from New York to the ports of Rio de Janeiro, Montevideo and Buenos Aires, and I suggest that fruit farmers consider these markets in which to dispose of their crop. Goods can be sold at the docks in the above-named towns. Potatoes, cabbage, beets, turnips, onions and the harder vegetables are also required in these countries, the demands formerly being supplied by Holland and Germany.

One of the largest wholesale houses in

Buenos Aires has its buyer here who is desirous of purchasing cottons, woolens, dry-goods and toilet preparations. This concern has seven travelers who cover the entire Argentine and Uruguay. This is an excellent opportunity to introduce these articles and I shall be glad to place my readers in touch with the representative now here.

FOREIGN TRADE NOTES

Cuba could not get all the auto tires it required, so a company has been started in Havana for the manufacture of tires, with a capital of \$1,000,000.

The Philippines show an increase in their trade over the same period of 1915 of \$4,320,000. The great demand for hemp and sugar is responsible for 25 per cent. of the gain.

Of the loan recently made to China for railway development, \$45,000,000 is to be spent in this country for equipment.

Foreign dentists desiring to practice in Chile must now pay a fee of 500 pesos (about \$100) and pass an examination in Spanish.

Oil has been discovered in paying quantities in Ecuador, and extensive developments are being made. The chief deposits are near the ocean, as in Peru, so that supplies can be piped directly into the holds of vessels from the wells.

Guatemala has a foreign debt of \$5.20 per capita—the smallest in the world.

A plant for making oil from dolphins has just been erected on the Beata Islands near Santo Domingo. This oil is used for lubricating delicate mechanisms and has a large sale among watch dealers.

In the Mosquito Territory of Honduras a recent census shows 90,000,000 pine; 45,000,000 mahogany; 35,000,000 cedar and 15,000,000 miscellaneous trees.

ANSWERS TO INQUIRIES

Mr. Aughinbaugh will answer all inquiries about foreign trade subjects promptly by mail. Such answers are of general interest are printed under this heading. All subscribers to LESLIE'S are invited to make use of this service, which is entirely free.

W. K. T.: Do not go to Latin-America in the hope of finding employment of a clerical nature. Native help is cheap and efficient.

P. L. Co.: Many American leather houses have their buyers located in the large leather markets of Latin-America, especially Buenos Aires, Montevideo and Rio de Janeiro.

G. D. R.: I do not recall one American business man in Abyssinia. I met one or two Americans there in search of mines and desirous of obtaining concessions. With a small capital you should do well in that country.

J. W. V.: The American Tropical Trading Co., 31 Beaver St., New York, maintains a sailing ship service between Liberia and New York, and if you desire to make a trading voyage to that country I suggest that you get in touch with its offices.

P. J. McD.: Most of the brushes used in the manufacturing of toothbrushes come from China. I know of no Latin-American country exporting brushes. Many deer horns are exported from Latin-America, Germany formerly taking the most of these, which were used in making handles for cutlery.

L. & DeM. Co.: I do not think that you could sell American-made hats and bonnets in Latin-America. The ladies of these countries get their styles direct from Paris. An American milliner might do well if located in one of the larger cities, and if she were equipped to make hats for her customers, but they could not be induced to buy ready-made hats.

La Petite Earfoné

Le Supérieur Hearing Aid

Are your ears disabled—is your hearing defective? Take heed before it is too late! The time to save your hearing is NOW. Are you practically deaf already? Have hope! Unless you were born deaf, there is every chance that you can hear again with the remarkable LA PETITE. It has just arrived, this greatest achievement of one of the world's foremost research laboratories,—years ahead of any other invention for the

DEAF

Now offered, with ten days' free trial privilege, for ONE-HALF the price asked for the most widely advertised ear phones and other old-style aids to hearing. All we ask is that you show it to your friends. If you wish to become our representative you can make money easily by taking orders for this new marvel. No matter how long you have been disabled—no matter what caused your deafness—no matter how often you have been disappointed in your search for help or how many other hearing devices have failed to overcome or relieve your affliction, you owe it to yourself, your family, your friends to test this new wonder at our risk. Remember, it costs you nothing to prove for yourself that *le surprenant PETITE* is the most powerful and sensitive instrument ever invented for the deaf.

FREE TRIAL—No Deposit

No, one penny to pay for ten days' trial free. No deposit of any kind—no obligations whatsoever. Do not be influenced by what others say in praising *le merveilleux PETITE*. Consider nothing but its own actual proof of what it will do for YOU. Take advantage of this liberal no-deposit trial offer. Send now. A postal will do, but don't delay.

FRANCO-AMERICAN LABORATOIRE SCIENTIFIQUE
Room 22, 1280 Broadway, New York City

All Season Top

For 1915-1916-1917 Ford Cars



Warm and snug in winter. Cool and comfortable in summer. Fits flush to body of car—no overhang. Positively no rattle or squeak. Finished of same material as used in upholstering car. Glass doors and panels easily removed if desired and set of curtains used in their place. Get full details from your dealer, or write us for illustrated catalog.

WADSWORTH MANUFACTURING CO., 1284 Jefferson Ave., Detroit, Mich.

Health—Looks—Comfort

Wear this scientifically constructed health belt, endorsed by physicians and surgeons. A light but durable support for the abdomen which greatly relieves the strain on the abdominal muscles. Recommended for obesity, lumbago, constipation, spinal deformities, floating kidney and all weaknesses in the abdominal region.

THE "WONDER" HEALTH BELT

WITH Releases the tension on the internal ligaments and causes the internal organs to resume their proper positions and perform their functions in a normal, healthful way. Easy to adjust—a great comfort to the wearer. For men, women and children. Write for descriptive folder or send \$3 for the belt on money-back guarantee. In ordering send normal measure of your waist and give name of your regular druggist.

THE WEIL HEALTH BELT CO.
106 Hill Street New Haven, Conn.
DRUGGISTS: Write for proposition and full particulars.

A High School Course at Home

Four years' high school work can be thoroughly covered in half the time by our simple method of home instruction. Prepared by members of the faculties of leading universities and academies—meets all college entrance requirements. Credits accepted from many high schools. Write the *American School*, one of the world's largest educational institutions, for catalogue.

FREE to Hunters and Trappers

Write today for free book. Only a few free—no rush.

NORTHWESTERN SCHOOL OF TAXIDERMY
2460 Second Building Omaha, Nebraska

BARODA DIAMONDS

Flash like the Geminis—at 1-50 the cost

SOLID GOLD MOUNTINGS

Send acid test and expert examination. See them first, then pay. Catalog FREE. Patent Ring Gauge included for 5 two-cent stamps.

The Baroda Co., Dept. D 3, 1456 Island Ave., Chicago

ALBANIA'S MYRIADS DYING OF HUNGER

ON the smouldering ruins of the last Balkan War the diplomats of Europe created a new state—Albania. Revolution soon broke out, the unstable throne tottered and fell and then, with their own terrible war on their hands, the builders of Albania let their frail handiwork on the Adriatic perish. The people of Albania are dying by the thousands for want of the merest necessities of life,—200,000 women and children have died of famine.

William Willard Howard has taken up the task of saving this orphaned and dying state by appealing to American "fair play."

"The tragedy of Albania," says Mr. Howard, "is that a nation is dying of hunger, while the people of the United States, laden with gifts for the rest of Europe and for Turkey, pass by on the other side."

"Is it fair—is it human—that the innocent women and children of Albania, who never did anyone any harm, should be trampled under foot and left to perish, at a time when all others are fed?"

"Is this American fair play?"

"Having appealed to deaf ears in high places I now appeal to the plain people—to fair-minded men and women who would not let even a dog starve to death, no matter what his breed. I want to go back to Albania with a shipload of food. I have arranged for a ship—a new American ship, just launched and fitted for sea. The ship is ready and waiting."

"A number of distinguished gentlemen in New York—mostly clergymen and editors of newspapers—will co-operate in an appeal for a relief cargo for the ship. The treasurer selected to receive contributions is the Rev. Frederick Lynch, D.D., editor of THE CHRISTIAN WORK and secretary of the Carnegie Church Peace Union. Contributions in any amount—from the price of a loaf of bread upward—may be sent to the Balkan Relief Fund, 70 Fifth Avenue, New York City."

THE NAVY TO THE RESCUE

"The bravest are the tenderest,
The loving are the daring."
—Bayard Taylor.

In sight of old Nantucket's light
On Sunday afternoon,
The European guns of war
Struck up their deadly tune.
A shape of terror from the depths
Arose in spray and spume,
And captured six good merchantmen,
And sent them to their doom.

Then up New England's peaceful coast,
With starry flags unfurled,
And churning waters from their bows
In foamy masses hurled,
A fleet of swift destroyers came
To rescue from the sea
The pallid victims of the raid
Of U-boat 53.

While other navies of the world
Go forth and find employ
In navigating ocean lanes
To harass and destroy,
Our vessels, armed from truck to keel
And manned by heroes brave,
Were cast to play a gentler part,
And hastened forth to save.

When human beings on the deep
With death and danger cope,
Oft may Old Glory succor bring,
Its stars be stars of hope.
Protection aye to helpless ones,
And to his own imperiled sons,
Where'er the ocean highway runs,
Be Uncle Sam's endeavor!
Here's to our sailors and our ships,
The navy blue forever!

MINNA IRVING.



"BABY GRAND"

Brunswick—the American family's official Home Billiard Table. When equipped with convertible cushions it is adapted to all 33 rollicking carom and pocket games.

Why These Authorities Advocate Billiards

For Your Home and Every Home



The Mothers Say
Billiards is "First Aid" in rearing our boys and girls. It keeps them home—safe from alluring pitfalls.



The Physicians Say
Billiards is "First Aid" in keeping folks in health. It aids digestion, steadies the nerves and relaxes the tired mind.



The Hostesses Say
Billiards is "First Aid" in entertaining. It's always ready for the unexpected guests, and keeps the whole party in constant animation.



The Husbands Say
Billiards is "First Aid" in giving our wives delightful diversion from the routine of housework. It enlivens their spirits and brings the bloom to their cheeks.

CAROM or Pocket Billiards are grand old games of wit and skill that you can easily learn to play in an evening or two at home.

They stimulate everyone's spirits. There's no other indoor amusement that inspires such sport and repartee.

After school—after work, there will always be merry times in store for young and old if you have a scientific Brunswick in your home.

Brunswick Home Billiard Tables

\$2.50 Monthly—Play-as-You-Pay

Skillful shots carry true on Brunswick Tables—that's why they are the choice of experts. Beautiful oak and mahogany, richly inlaid and masterfully built.

"Baby Grand," "Convertibles" and "Quick Demountables"

Some styles can be set up anywhere and taken down easily after play.

Folks all about you are buying these tables—no extra room is needed. So why should you wait when a small payment brings one on 30 days' trial at our risk.

We'll include a high-class Playing Outfit Free—Balls, Cues, Rack, Markers, Expert Book of 33 games and instructions.

Send This Free Coupon

At least see these tables in our de luxe book—"Billiards—The Home Magnet." See our

low prices, easy terms and home trial offer. If you don't know the name of the authorized Brunswick store in your town, send the coupon for this interesting color-book. IT'S FREE. Tear out the coupon now so you won't forget and mail to-day.

THE BRUNSWICK-BALKE-COLLENDER COMPANY

Dept. 35N 623-633

S. Wabash Avenue, Chicago

Send FREE, postpaid, your color-book.

"BILLIARDS The Home Magnet"

and tell about your home trial offer.

Name.....

Address.....



THE BEST KIND OF NERVE TONIC

A healthful, restful vacation in a northern woods on French River, Ontario. This province contains one-third of the fresh water of the world, and here one finds good fishing almost the year around and the hunter is rewarded with deer, moose, grouse, duck and even bear.

LESLIE'S TRAVEL BUREAU

EDITOR'S NOTE—This department will give specific information to LESLIE'S readers who are planning to travel at home or abroad. Correspondents are requested to state definitely their destination and time at which the proposed trip is to be made. This will facilitate the work of this bureau. Stamps for reply should be enclosed. Address Editor Travel Bureau, LESLIE'S WEEKLY, 225 Fifth Avenue, New York City.

DELIGHTS OF FALL VACATIONS

LIKE the little boy who startled his teacher with a composition on "The Seasons" that read "Some people like the summer and some like winter, but as for me, give me liberty or give me death," there are many who show their preference for a vacation season with as much decision as little Tommy did, but with greater restraint on the alternatives. Summer always will be the most popular vacation season. The great majority either prefer to take their annual outings at that time, or find it best suited to their circumstances. Winter vacations, at one time mere fads that only the wealthy could enjoy, are now recognized institutions of modern life. People, like the birds, are fast becoming migrants as the seasons change, and each year finds a greater number sojourning in the milder climes of California and the South during the colder months, but these periodic travelers most always will be found at the popular resorts where pleasure and gaiety abound.

The fall has its own distinct charms that lay claim to one's attention as a vacation period. Its wealth of richly tinted foliage, its brilliant sunsets, invigorating atmosphere, bright sunshine, cool, health-giving nights are all restful to jaded nerves and tired spirits. He who drives away dull care and rests when "the days are in the yellow leaf" is sure to be amply repaid. Only the true lover of nature takes his vacation in the fall and

hies him to some quiet spot on a lake or river, and, deep in the woods, finds rest and relaxation after arduous work. Then is no time to stick to the artificial pleasures of hotel or resort life. One wants to get out into the open in the bracing atmosphere and let nature work its miracles while he tramps, rides, drives, hunts, fishes or golfs.

To men—the great lovers of the simple life—fall seems to be particularly dedicated, and in that season man's two great primitive outdoor pastimes, fishing and hunting, are most attractive. Throughout the woods of the northern states and Canada, in the far west, and along the eastern shores from North Carolina, Virginia and Maryland to New Jersey and Long Island, any day from October to the end of December one can hear the sharp crack of the rifle ring out on the crisp, frosty air, and here, there and everywhere in the woods one sees the smoke spirals from the hunter's campfire. Women, too, are learning the real pleasures of a quiet "back to nature" vacation, and each year they are gaining in number as devotees of the rod and gun. If more women took the nature cure in the fall instead of leading the strenuous life at some well-known resort throughout the summer, they would find themselves better equipped to face the long and trying winters filled with the rigorous exactions of social or business life.

J. B. J., Cincinnati, Ohio: A good route from Cincinnati to Los Angeles would be via the B. & O. Southwestern to St. Louis, thence via Kansas City and El Paso to Los Angeles, or via Kansas City and Denver. Second class fare Cincinnati to Los Angeles, \$54.25, tourist Pullman about \$12 or \$13 additional.

K. A., Akron, Ohio: You could not make the trip from Akron to New York, thence by boat to New Orleans, returning via St. Louis and Cincinnati, and make any stops in Florida. Steamers to New Orleans make no stop enroute. The Circle Tours of the United Fruit Company at \$85.15 and \$87.15, would give you a delightful winter vacation and include New York, Havana, and New Orleans, but not Florida.

A. B. L., Burlington, Vt.: The complete rest possible on an ocean voyage would be better for one recuperating from a nervous breakdown than a rail journey. There are a number of short steamer trips from New York, any one of which would give you a delightful week or ten days fall vacation, costing well within the \$50 you specify. Bermuda, Charleston, Jacksonville, Wilmington, Georgetown, S. C., and Brunswick, Ga., are all reached in from two to three and a half days in steamers offering comfortable accommodations and good meals. Mailing booklets on these various trips.

W. F. F., Detroit, Mich.: 1. In summer you can make the journey from Portland, Maine, to Burlington, Vt., leaving Portland at 9:35 in the morning and reaching Burlington at 8:45 in the evening, traveling via the White Mountains. From Burlington the Champlain Transportation steamer takes one to Port Kent. Ausable Chasm is but 15 minutes' ride from Port Kent. On winter schedule the trip may take longer. 2. Fare New York to Washington, \$5.65, Washington to Atlantic City via Philadelphia, \$5.05, Atlantic City to New York, \$3.25. New York to Boston, \$5.25.

E. A. B., Buffalo, N. Y.: The handbook of the Bermudas issued by the Bermuda Trade Development Board, copy of which I am mailing, will give

you an accurate description of the Islands and the climate, with reliable information as to hotels, rates, and points of interest and cost of short trips to various places in the archipelago. Fares via the Quebec Steamship line from New York range from \$25 up for the round trip. Many of the tourist agencies run fall tours to Bermuda at attractive prices, one of the best of these being an 8-day trip, including all expenses, transportation, hotel and side trips for \$42.50.

G. W., Worthington, Minn.: The east and west coasts of Florida abound in delightful places in which to spend a winter vacation, and at almost all these southern resorts accommodations by the month can be had at very attractive prices. Bathing and fishing are available at all the coast and gulf resorts, but bathing is not one of the attractions of New Orleans. For those of simple tastes there is no pleasanter winter vacation spot than Long Key Fishing Camp, Long Key, Fla. Life there is simple, inexpensive, unostentatious and satisfying. One lives in a small cottage and dines at a large pavilion; all the pastimes of the better known resorts such as boating, bathing, fishing and dancing are to be found at Long Key, but on a less pretentious scale.

H. P. K., Pella, Iowa: A four weeks' tour through the Canadian Rockies, California and Arizona would give you stopovers of only a day or two at Banff and Field in the heart of the Rockies (open throughout the winter) a day at Seattle, another at Portland, two and a half in San Francisco, three in Los Angeles, a day at the Canyon, and five at Mesa, Arizona, and taking the Apache Trail side trip. Round trip fare from Pella is \$117.81 with additional fares for side trip to Grand Canyon of \$48. Including Pullman, to Phoenix and Apache Trail, \$20 extra. Visit the Canyon as a side trip from Los Angeles. Mesa is off the main line of the Southern Pacific a short distance from Phoenix and is in one of the most beautiful regions of the southwest, one which I am sure would repay the expenditure for the Apache Trail side trip.



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Ars. Chicago	- - 9.45 A _g	" New York	- - 9.40 A _g

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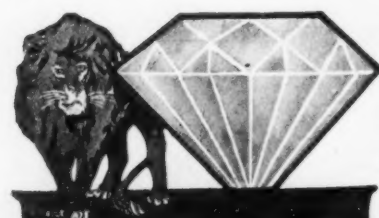


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THE PRESS CO. 70-20, MERIDEN, CONN.

MEN WHO ARE MAKING AMERICA

(Continued from page 484)

his roof is made congenial, helpful and, in a sense, educative. They enjoy "a feast of reason and a flow of soul" rather than the kind of feasts and flows buyers are too often treated to. He is, incidentally, a good listener.

Profit-sharing was introduced, too, by Mr. Simmons long before it was thought of by others. Every salesman brought his record to him at the end of each year, and a generous percentage of the total sales was awarded him. Every salesman's record is carefully gone over at the end of the year with a view to finding in his results something to warrant extra compensation, "Velvet" as the salesmen call it. "My Velvet was nearly as much as my salary for the first year on the road," one old employee confided to me. "I was flabbergasted—but more than ever determined to deserve the Chief's generosity."

To facilitate his profit-sharing system, Mr. Simmons incorporated his business in 1874. It was the first mercantile firm in the United States to incorporate. Employees were given opportunity to acquire stock and this proved extraordinarily profitable. The original capital of \$200,000 was increased to \$4,500,000, and later to \$6,000,000, wholly from earnings—a record which even the strongest bank in the country might envy.

Mr. Simmons's solicitude for the welfare of his men, and his customers, also led him to become a pioneer in another direction. He was the first to develop the system of having traveling salesmen live in their territory, settle there and become a part of the community, instead of spending year after year as nomads. Merchants had more confidence in dealing with a fellow-citizen than with a salesman whom they could not know well, and who was there to-day and gone to-morrow.

From this evolved the Simmons system of to-day—the most elaborate and efficient ever devised, of dividing the whole country into districts, and having in each of them resident salesmen, acquainted intimately with conditions. At headquarters is a sales manager for each district, a man who knows the needs of the merchants in his section, and who speaks their language. He is there ready to extend them a personal welcome when they come to market, and to take care of their orders which come in by mail.

So familiar are the Simmons salesmen with agricultural, industrial and social conditions in their territory that their periodic reports on crops, trade, political trends, etc., when summarized, give the very best cue obtainable anywhere of just what is what throughout the country.

In the office of the president in St. Louis hangs a huge map of the United States, on which appear colored disks; in the center of each is the photograph of the salesman, the position of the disk indicating where the salesman is traveling, the color of the disk indicating which one of the Simmons houses he travels from, and an arrow back of the disk indicates by its color and direction what that salesman is accomplishing by comparison with his previous record. To one familiar with this map it tells the whole complicated story at a glance. System has been developed by this organization to the nth power.

Yet, initiative is persistently encouraged. The founder often allowed men to try out ideas which he himself didn't think would work. "I don't quite agree with you, but go ahead; you may be right and I wrong," he would tell them and would then loyally cooperate to make the innovation a success. And he never failed to pay well for results.

Thirty-six years ago Mr. Simmons had the courage to spend \$30,000 in bringing out the first complete hardware catalogue ever compiled, and as a result added \$1,000,000 to his sales forthwith. Now the house issues annually a catalogue of 2,500 pages, 22,000 illustrations, and 70,000 items, with minute specifications, descriptions and

prices, so that every retailer in the land can provide his patrons with any article from the whole line on short notice.

Promptness is such a fetish with Mr. Simmons that he wants all orders billed and shipped the day they are received, and to that end every available modern contrivance and device is utilized, from machines for the opening of envelopes and others for sealing them, down to mechanical conveyors for transferring the cases of merchandise from the packing room to the railroad freight station within the building. Indeed, it was primarily to insure expeditious deliveries, and thus enable their customers to compete successfully with the mail order houses, that the Simmons Hardware Company established complete wholesale houses, similar to that in St. Louis, in such distributing centers as Philadelphia, Minneapolis, Sioux City, Toledo and Wichita.

Finding he could not buy certain goods of the high quality he desired, Mr. Simmons, 46 years ago, inaugurated the idea of manufacturing a complete line of tools of the highest quality, all under one brand, adopting as his trade-mark, "Keen Kutter," now known over the whole earth.

Before then there was much flim-flaming in the hardware business, articles of inferior quality being more common than those of merit. The step Mr. Simmons then took was epochal; it led to the revolutionizing of the whole trade; it instilled confidence into decent merchandising.

A manufacturer offered Mr. Simmons axes which were not of top-notch quality, but objections were met with the curt reply: "You'll have to buy them; you can't get anything else." Mr. Simmons didn't relish being cornered. He had and has a habit of doing much of his thinking in bed. "That night," he relates, "I got out of bed, whittled a nice model axe-head out of wood, and wrote on it in pencil, 'E. C. Simmons Keen Kutter.' That was the origin of our trade-mark and our quality policy—the ideas on which our house has been built."

The registered motto, as you must know, is: "The Recollection of Quality Remains Long After the Price Is Forgotten." It took courage and unflagging determination to introduce such a high-grade, and, necessarily, higher-priced line of goods, but Mr. Simmons won out. "Wisdom is justified of her children," as he sometimes remarks. He decided to build on a rock, not on sand.

I had hoped to give many of Mr. Simmons's business epigrams and mottoes, since they throw light on his successful methods. There is space for only a few:

"Promptness is the essence of all good business."

"The difference between failure and success is doing a thing nearly right and doing it exactly right."

"Concentration means strength. Scattered means weakness. Having chosen one line of work or business, stick to it."

"Spend 15 minutes every night recounting your day's doings and planning to do better next morning."

"Always put yourself in your customer's place."

"Character is the decisive force in business."

"I am a great believer in the business philosophy of encouragement."

"Settle claims promptly. The merchant who does not permit himself to be imposed upon occasionally will never get far."

"If any of your men, or any customer, gets into a hole, always leave him a loophole to get out easy."

"Quality of goods, confidence in your business and in yourself, ability and readiness to anticipate conditions and to adapt yourself to them—these are some of the essentials to business success."

Most of our self-made men who have

(Continued on page 499)



These Club Feet Made Straight in Four Months

Annabell Williams was born with Club Feet. After other treatment had failed, her mother brought her to the McLain Sanitarium, January 17, 1916, at 11 years of age. Four months later they returned home—happy. Read the mother's letter.

"I took Annabell home, on May 10, 1916, with two straight and useful feet. Today she runs and plays as any child. We can't say enough for the McLain Sanitarium and will gladly answer all letters of inquiry."

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This deformity was corrected without plaster paris or general anaesthesia.

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AGENTS TO TRAVEL BY AUTOMOBILE TO introduce our 250 fast selling popular priced household necessities. The greatest line on earth. Make \$10 a day. Complete outfit and automobile furnished free to workers. Write today for exclusive territory. American Products Co., 9865 3d St., Cincinnati, O.

AGENTS: 500% PROFIT. GOLD AND SILVER sign letters for stores and office windows. Any one can put on. Write today for free sample. Metallic Letter Co., 446 N. Clark St., Chicago.

AGENTS: SELL OUR NEW TRIPPLICATE SAUCE Pan. Make \$100 to \$300 a month. Saves gas. Cooks 3 foods on one burner. Write for territory. Div. R. T. American Aluminum Mfg. Co., Lemont, Ill.

1916'S SENSATION—11-PIECE TOILET article set selling like blazes at \$1, with \$1 Carving Set Gratis! Whirlwind stunt! Newcome made \$18 one day. Write L. Pierce Co., 906 Lake St., Chicago.

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SALESMEN SELLING RESTAURANT, HOTEL, cigar, beer, drug, general store trade, can do big business with our new live pocket side line. All merchants in towns 100,000 and under want it. \$5.00 com. each sale. No collecting. No expense or risk to merchant. We take back all unsold goods. Canfield Mfg. Co., 208 Sigel St., Chicago.

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BOOKS

THE "LETTERS OF A SELF-MADE FAILURE" ran serially for ten weeks in Leslie's and were quoted by more than 200 publications. If you sit in "the driver's seat" or merely pilot along beside the wagon, whether you are a success or think yourself a failure, you will find this book full of hope, help and the right kind of inspiration.

If you believe that it is more important to know why ten thousand fail rather than why one man succeeds, read this book. The Letters are written in epigrammatic style with a touch of irresistible humor, and they impart a system of quaint philosophy that will appeal to everyone regardless of age, sex or station. Price \$1.00. Leslie-Judge Co., 225 Fifth Avenue, New York City.

MEN WHO ARE MAKING AMERICA

(Continued from page 498)

sons following them in the business remain as head of their business as long as they are physically and mentally able to do it. Not so with E. C. Simmons, who retired from the active management of his great organization in 1897, handing it over to his three capable sons—Wallace D. Simmons, who succeeded him as president, Edward H. Simmons and George W. Simmons, vice-presidents—while he was yet in his prime and able to give them his advice and co-operation. However, he is still very much "on the job," in an advisory capacity, for, as he recently remarked:

"I love to work and I work because I love it, and because it gives me an opportunity to teach others to learn quickly what it has taken me 60 years to learn."

Edward C. Simmons started, and his sons are still building, a monument to him which has done and is doing much for the country and its development. While the cost of living has soared, the cost of hardware within his time has been greatly reduced. He has done more than any other living man to bring this about, thus benefiting all our people and particularly thousands of his friends among the retail hardware merchants who look upon his counsel and advice as upon a guiding star.

They are using daily in the successful conduct of their business the principles which he has taught them as well as the facilities which he has created for the better and more economical handling of a complicated line of goods, the benefit of it all inuring, of course, to the ultimate users of them, including the ordinary householder.

His love of humanity and desire to help others he has put into practical form and we are all benefiting by it daily.

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Casino	Flora Bella	Lina Abarbanell in graceful musical comedy
Cohan's	Come Out of the Kitchen	A new comedy starring Ruth Chatterton
Cohan-Harris	Object Matrimony	By Montague Glass
Comedy	Washington Square	Players in interesting series of one-act plays
Cort	Upstairs and Down	Laughable comedy with W. H. Hodge
Elliot's	Fixing Sister	Laughable comedy
Eltinge	Cheating Cheaters	Comedy-melodrama of merit
Empire	Caroline	Margaret Anglin in light comedy
Fulton	Arms and the Girl	Pleasant comedy of war and love
Gaiety	Turn to the Right	Laughable comedy of rural life
Globe	Betty	Raymond Hitchcock in musical comedy
Harris	Under Sentence	Furiling m e t o drama, excellently acted
Hippodrome	The Big Show	With Pavlova as an added attraction
Hudson	Pollyanna	Well-played but strappy comedy
Knickerbocker	The Music Master	David Warfield in an old favorite
Little Theatre	Hush!	Unusual comedy well played
Longacre	Nothing but the Truth	William Collier in entertaining farce-comedy
New Amsterdam	Miss Springtime	Highly enjoyable musical comedy
Princess	Go To It	A comedy with music
Punch and Judy	Treasure Island	A good cast presenting Steven-Tully's famous story
Shubert	So Long Letty	Thoroughly enjoyable
44th Street	The Flame	Richard Walton Tully's play of Mexico
48th Street	Rich Man, Poor Man	Tedious but well acted drama

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Business men, bankers and investors are anxious to keep posted as to the effect in the financial and business world, of the great events which are transpiring. A current magazine recently said:

"The Bache Review is known for its sound and unprejudiced opinion of events. Not only as an aid to stock investments is it valuable, but the Review is highly regarded by business men everywhere as a reliable authority on the current business situation."

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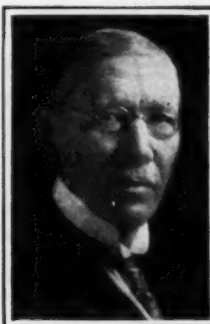
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Republican nominee for Congress in the 15th Congressional District, New York, Tammany leader Murphy's district. Chances of electing a Republican there are considered excellent.

NOTICE.—Subscribers to LESLIE'S WEEKLY at the home office, 225 Fifth Avenue, New York, at the full cash subscription rates, namely, five dollars per annum, are placed on what is known as "Jasper's Preferred List," entitling them to the early delivery of their papers and to answers in this column to inquiries on financial questions having relevancy to Wall Street, and, in emergencies, to answer by mail or telegraph. Preferred subscribers must remit directly to the office of LESLIE-JUDGE Company, in New York, and not through any subscription agency. No additional charge is made for answering questions, and all communications are treated confidentially. A two-cent postage stamp should always be inclosed, as sometimes a personal reply is necessary. All inquiries should be addressed to "Jasper," Financial Editor, LESLIE'S WEEKLY, 225 Fifth Ave., New York. Anonymous communications will not be answered.

THE stock market is in for a splurge. The boom started with the war order stocks. Even the poor crops and occasional rumors of war and my friend Mr. Sabin's rumor of peace did not check the upward tide to any appreciable extent. Those who sold out their stocks at a handsome profit and were eager to get them back resorted to every scheme to secure a reaction, but when the public is in the market, as it now is, reactions are temporary, giving the bears little opportunity to cover. They only whet the public appetite to get in.

My mail always tells me the story of the stock market. Letters I am receiving day by day indicate a widespread desire to invest savings large and small. One writer has a few hundred, another a few thousand and still another \$30,000. Letters like these pour in only when the public is eager and willing to speculate and, somehow, the public, after all, has a sense of appreciation of promising conditions.

Curiously enough the high cost of living is reflected in the high prices that prevail in Wall Street. Usually prices of commodities advance as wages do. If the public is paying more for its shoes, its wheat, its cotton, its clothes and the products of the farm, somebody is getting a handsome profit and this profit is being distributed among the wage earners and among the producers. They are spending it in the shops, depositing it in the savings bank or buying stocks and bonds.

The enormous rise in some of the war stocks is now being duplicated in another direction. The war has affected the leather, the paper and the sugar markets very seriously and caused a remarkable rise in all of these necessities. With this rise has come increased prices and much higher profits. Hence the rise in the sugar, leather and paper stocks, all due not to speculation but to phenomenal profits.

American Writing Paper, for instance, which was on the verge of a reorganization, finds itself earning a handsome surplus and up goes the preferred and the common. International Paper, already increasing the dividends on the preferred and getting ready to wipe out the accumulated dividends of over 30%, rises above par and probably will go higher, while the common, on prospects

of dividends, is selling at three times what it did a year ago.

A similar rise in American Leather and Central Leather shows which way the wind is blowing and it looks as if it will keep on blowing for some time to come. The purchasers of these stocks, like those of International Mercantile Marine, of Bethlehem Steel, Steel Corporation and others, are having their innings now, not on war orders but on the fact that the supply of paper, leather and sugar does not equal the demand.

The writing paper stocks that have shown and deserved the heaviest advance are those that have their own raw material and factories to utilize it. In this class are Union Bag & Paper and International Paper, while the American Writing Paper Co. is not as well off by any means in this respect. The paper mills that cannot supply their own raw material but must buy it find it very difficult to do so profitably because of the very high price at which this raw material is held. The same might be said of leather and steel concerns that do not control their raw material supply.

My readers will bear in mind that I have persistently and consistently for months past called their attention to the speculative possibilities of the cheap stocks, industrial and railway, particularly those that have passed through the pangs of reorganization. The general belief that at the approaching election there will be a decided expression in favor of an administration pledged to constructive policies is having its influence also in favor of rising prices and a still higher market.

D., Cleveland, Ohio: I do not advise purchase of stocks of new or small insurance companies, for the business is risky.

D., Hartford, Conn.: Coconut Products Corporation is a new and untried concern. I would not advise you to buy its stock.

G., Crown Point, Ind.: I cannot advise purchase of cheap stocks of mining companies which have only promises to recommend them. The dividend-paying securities listed on the exchanges are far preferable.

M., Charleston, S. C.: St. Mary's Mineral Land Co. has large holdings of land and of stocks of copper companies. It is paying substantial dividends. Superior & Boston Mining Co. is still in the development stage. The stock is subject to assessment.

W., New York: Lack Steel is now a fine earner, but the common has not been as good a dividend payer as U. S. Steel common. The future of the steel trade is by no means secure. It cannot be foreseen what Lack common will sell at. There is talk of a higher dividend.

B., Sterling, Colo.: Sequoyah Oil is listed on the Curb. It is paying dividends of 1 per cent. a month, but is not a seasoned stock, being, like all low-priced oil and mining issues, highly speculative. It is safer to purchase stocks of well-established, dividend-paying oil companies.

C. F., Sault Ste. Marie, Mich.: I do not advise purchase of any of the cheap copper stocks. Pools are said to be manipulating prices of Green Monster and Jerome Verde (the latter classed as a prospect). They may go higher, but they also may blow out. Get the dividend-paying stocks. While the war

Our Eight Booklets

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No. B-4—"The Partial Payment Plan"

How you may invest while you save, adjusting purchases of securities to your income.

No. D-4—"Odd Lot Investment"

How you may buy as little as one share of stock for cash.

No. E-4—"Odd Lot Trading"

How you may trade in New York Stock Exchange securities in amounts of less than 100 shares.

No. F-4—"Investment for Women"

How any woman in receipt of a regular salary can use her savings to acquire standard securities.

No. G-4—"Curb Stocks"

How business is conducted on the Curb Market, with comment on the character of different classes of Curb shares.

No. K-4—"Odd Lot Orders"

How the Odd Lot business is conducted. A handbook for investors who buy and sell Odd Lots.

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A growing number of investors all over America are purchasing our First Farm Mortgages. They have bought from us over \$30,000,000 worth without the loss of a dollar in principal or interest. Such a record has safety significance.

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Many thousands of little children are bereft of all support through the European war.

While the Governments are helping all they can, private help is urgently required if these innocent little ones are to be cared for.

The thought of these orphans, who are destined to taste the bitterness of life even from infancy, led to the foundation of the present

American Collection for German War Orphans

This "Collection" has been organized to take care of the situation in the Central Empires but its appeal is not limited to Germans or their sympathizers.

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LESLIE'S TRAVEL BUREAU

which appears in the first and third issues each month will give specific information to LESLIE'S readers who are planning to travel at home or abroad. Correspondents are requested to state definitely their destination and time at which the proposed trip is to be made. This will facilitate the work of this bureau. Stamps for reply should be enclosed. Address

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lasts copper will remain high-priced. After that who knows?

W., Washington, D. C.: International Paper common is attractive because of the enormous earnings of the company foreshadowing dividends. The preferred of course is safer.

S., Willimantic, Conn.: Anglo-American Oil and Ohio Oil belong to the S. O. group and are excellent purchases. Each company is making large profits, pays good dividends and has built up a big surplus.

K., Medina, Ohio: Midvale Steel and United Motors have not declared dividends, but their earnings are so large that dividends cannot be long deferred. Each is an attractive speculative investment.

M., Calumet, Mich.: East Butte Copper (par \$10) is quoted at about \$15. Net profit per share outstanding in 1915 was \$1.90, a fair return. I do not advise purchase of mining stocks. East Butte is a fair speculation.

W., Pittsburgh, N. Y.: American Hide & Leather common is not a "safe purchase," but only a long-pull speculation. There are arrears of 110 per cent. in the preferred dividend which must be taken care of before the common gets anything.

V., Dawson, N. M.: Intercontinental Rubber Co.'s regular business has been interfered with by the disturbances in Mexico, but it is reported to be making a good deal of money on its investments in shipping, with a prospect of dividends.

P., Milwaukee, Wis.: Northern States Power preferred is a good public utility investment. Its dividend has been paid regularly and dividends at the rate of 6 per cent. are now being paid on the common. This is one of the well-managed Byllesby enterprises.

L., Pittsburgh, Pa.; L., New York: C. F. & I.'s earnings at present are the best of the year and the statement for the quarter ending Sept. 30, 1916, discloses earnings at the rate of about 10 per cent. on outstanding stocks and that dividends are being earned, though none are paid.

S., West Hoboken, N. J.: Sound dividend-paying preferred stocks—railroads or industrials—are excellent investments and good bonds are still safer. Among the latter are N. Y. C. deb. 6's, Lack. Steel 5's, So. Pac. 4's and 5's, Atchafalpa 5's, U. P. 4's, U. S. Smelting 5's and U. S. Steel 5's.

B., New Orleans, La.: Report of earnings of American Ice Securities Co. for the summer is not yet in, but a fair dividend has been earned and should be paid. The company has a commanding position in the ice trade in several of our largest cities. The stock seems to be bought around 28, by insiders.

D., Mauch Chunk, Pa.: Mexican Petroleum Co. owns extensive productive properties in Mexico. Its earnings, even in the disturbed condition of affairs down there, are large and it resumed payment of the 8 per cent. dividends on preferred in April last. There are no dividends in sight for common.

P., Springfield, Ill.: The Commonwealth Power, Railway & Light Co.'s plan of selling stock to its employees is attractive and fair. The company's business in Springfield, Ill., is only a small part of its undertakings and its troubles there do not seem likely to affect its general income seriously. Reports of its business are favorable.

B., New Marshfield, Ohio: Tennessee Copper is in difficulties and proposes to issue 200,000 additional shares of stock, to provide for payment of claims and for working capital. The stock is decidedly speculative. Southern Railway is a fair long-pull speculation. Any of the standard dividend payers are good purchases on reactions.

W., Croton, N. Y.: A "greenhorn in stocks who has no money to lose" should not supply the cash to enable other people to start enterprises, with a promise that if they succeed, he will profit. I do not recommend either of the companies you name, as they have not as yet made good. Buy stocks such as successful investors buy and which yield an income.

B., Chicago, Ill.: All the paper companies are making as much money as the war munitions concerns. The old U. B. & P. common stock is being retired and should not be traded in therefore. The new stock, all of one class, is selling at over par and seems high enough at present. American Writing Paper is doing well, but the bonds are safer than the stock.

B., Columbus, New Mexico: The Commonwealth Hotel Co., as the advertisement shows, is urging the public to buy its stock and thus furnish the money for the enterprise. If it succeeds, the stockholders will profit. If it fails, they will lose. You put up cash for some one else to speculate in an uncertain project. Why not buy stocks of established dividend-paying enterprises?

J., Richmond, Va.: National Rubber Co. reports that it is driven with orders and that it is building a new factory and has declared a dividend of 8 per cent. payable quarterly—all this disbursement being made out of the profits. The company's product is said to be high grade. Until the stock becomes a seasoned dividend payer, it must be regarded as a semi-speculative business man's investment.

W., Bethel, Vt.: Russian bonds are not classed as high as British or French issues. There is no likelihood that Russia will repudiate, though she may have some difficulty in meeting her obligations, which are increasing. The purchase of her bonds is a speculation which will bring generous profit if all turns out well. The bonds will probably either be redeemed in 1926 or otherwise taken care of.

S., Rondout, N. Y.: Va.-Car. Chem. Co. has a larger capitalization than American Woolen Co. and also a big bonded debt, while the Woolen Company has no bonds. The Woolen Company's dividend-paying record is more consistent than that of the Chemical Company. Chemical common yields nothing to holders, while Woolen common pays 5 per cent. Inspiration Copper is paying over 12 per cent. on market price. Its present quotation is about as high as returns warrant.

New York, October 26, 1916.

JASPER.

FREE BOOKLETS FOR INVESTORS

Readers who are interested in investments, and who desire to secure booklets, circulars of information, daily and weekly market letters and information in reference to particular investments in stock, bonds or mortgages, will find many helpful suggestions in the announcements by our advertisers, offering to send, without charge, information compiled with care and often at much expense. A digest of some special circulars of timely interest, offered without charge or obligation to readers of Leslie's, follows:

Investment bonds may be bought on the small payment plan of E. F. Coombs & Co., 120 Broadway, New York. Write to the company for particulars.

An efficient method for investment of savings is described in Booklet No. 30, sent free on request by Harris, Winthrop & Co., members New York Stock Exchange, 51 Wall Street, New York, and the Rookery, Chicago. It shows how sound securities may easily be purchased on the partial payment plan.

The prosperity of certain sugar companies has been one of the remarkable economic results of the great war. Tefft & Co., members New York Stock Exchange, 5 Nassau St., New York, recommend as attractive investments Cuban and Porto Rican sugar issues. They will furnish information and quotations to any applicant.

Desirable securities may sometimes be bought at comparatively low prices by well-informed investors. The "Bache Review," one of the most widely quoted financial publications, enables its readers to keep track of stock market conditions and the general financial situation. Copies will be sent free by J. S. Bache & Co., members New York Stock Exchange, 42 Broadway, New York.

Persons dissatisfied with savings bank interest can put their money in \$100 bonds of well-known issues legal for investment by trustees and savings banks, and get a larger income safely. List L. W., giving full particulars, will be sent free to my readers by Merrill, Lynch & Co., members New York Stock Exchange, 7 Wall St., New York.

In certain States farm mortgages yield a very high return. G. L. Miller & Co., Inc., 5 Bank & Trust Co. Bldg., Miami, Fla., offer farm mortgages paying 7 to 8 per cent., secured by improved lands, appraised at figures much higher than the face of the loans. The firm will furnish a list of offerings to any reader of Jasper and invites correspondence.

Municipal bonds issued by thriving communities rank high in the estimation of investors. The Continental Trust Co., 246 Fourth Ave., Dept. 8, Pittsburgh, Pa., deals in municipal bonds paying 5 to 6 per cent., and also government bonds and 5 per cent. gold reserve trust certificates. A free explanatory booklet will be sent by the bank to all who apply.

"The Odd Lot Review" is not a large-sized paper, but it packs a vast amount of fact and sound comment in its readable pages. It throws light on opportunities for large and small investors in stock exchange securities. Published weekly, \$1 per year. A sample copy may be obtained by writing to "The Odd Lot Review," 61 Broadway, New York.

Reports from Oklahoma indicate that prosperity reigns in that State with a consequent appreciation of farm lands. Aurelius-Swanson Co., Inc., 28 State National Bldg., Oklahoma City, Okla., are offering first mortgage loans paying 6 1/2 to 7 per cent. and they will send to any applicant their booklet describing properties and giving a list of loans from \$300 to \$10,000.

Under the partial payment plan one can buy sound stocks or bonds with a small initial payment and subsequent moderate monthly installments. Dividends are credited to the purchaser and he may sell at any time. Booklet A-2 fully explaining the plan can be had without charge of Sheldon, Morgan & Co., members New York Stock Exchange, 42 Broadway, New York.

The continued high price of copper has stimulated new interest in copper stocks. Predictions are made that these will go higher. Before buying, however, the investor should consult the book of complete statistics on over 200 copper companies prepared by L. R. Latrobe & Co., 111 Broadway, New York. It will be sent free on application, with an exposition of the partial payment plan.

Persons who need the use of their money during life, but want it devoted to good purposes afterward, should consider the annuity bonds issued by the American Baptist Home Mission Society. These yield 4 1/2 to 9 per cent. on one life and 4 to 8 1/2 per cent. on two lives. Write for booklet to Charles L. White, American Baptist Home Mission Society, Dept. F, 23 East 26th St., New York.

Many large traders diversify their commitments in stocks by purchasing odd lots. They find it advisable at times to break up their 100 share units and sell or buy on a scale up and down. Booklet E-4, "Odd Lot Trading," issued by John Muir & Co., specialists in odd lots and members New York Stock Exchange, 61 Broadway, New York, is very helpful to all odd lot traders and will be sent free on request.

There are no safer securities in good or bad times than those based on good real estate. S. W. Straus & Co., 150 Broadway, New York, and Straus Bldg., Chicago, recommend as a safe investment first mortgage serial real estate bonds in large and small amounts, yielding 5 1/2 per cent., backed by selected property in large cities. The firm has been in successful business 34 years. Write to Straus & Co. for free descriptive Circular No. J-602.

To the average citizen nothing is more puzzling than the subject of foreign exchange. A simple and easily understood explanation of its intricacies is given in a pamphlet prepared by A. R. Leach & Co., investment securities, 62 Cedar St., New York. The theoretical as well as the practical side of the matter is given and also tables indicating possible profits obtainable by investing in loans of belligerent nations. Leach & Co. will forward the pamphlet to any applicant free.

A prosperous Western life insurance company boasts that all its reserve funds are invested in farm mortgages. Every leading insurance company has purchased heavily of these securities. The latter could not have a higher recommendation. The American Trust Co. of St. Louis, which makes a specialty of farm mortgages, has opened the way to purchasing them to small as well as to large investors. The company, a flourishing, state-inspected institution, has prepared an interesting publication, "Farm Mortgages," explaining the subject. Readers of this department can get the work by sending for Book 123, Investment Department, American Trust Co., St. Louis, Mo.



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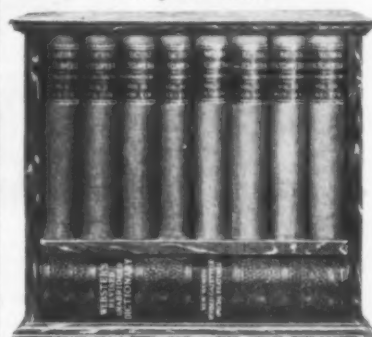
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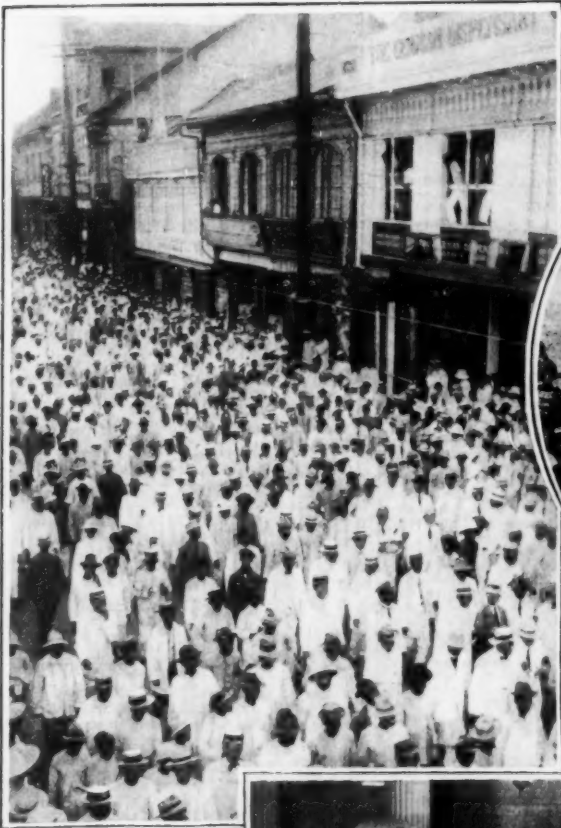
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LATE NEWS TOLD IN PICTURES



FILIPINOS' "DAWN OF INDEPENDENCE"

September 1st was proclaimed a legal holiday in the Philippines in order that the islanders might celebrate the passage of the Jones bill by Congress. This bill gives the Filipinos an increased amount of self-government, and was hailed as the "dawn of independence." In Manila, more than 40,000 people marched in a parade, bearing banners and flags. One of the largest banners was inscribed in Spanish: "Viva America, magnanimous, great and just!"



DANCING IN A PALATIAL BANKING ROOM

The Guaranty Club, all of whose members are employees of the Guaranty Trust Company, one of the largest financial institutions of New York City, take the company's main office floor for dancing after business ceases and the doors are closed.



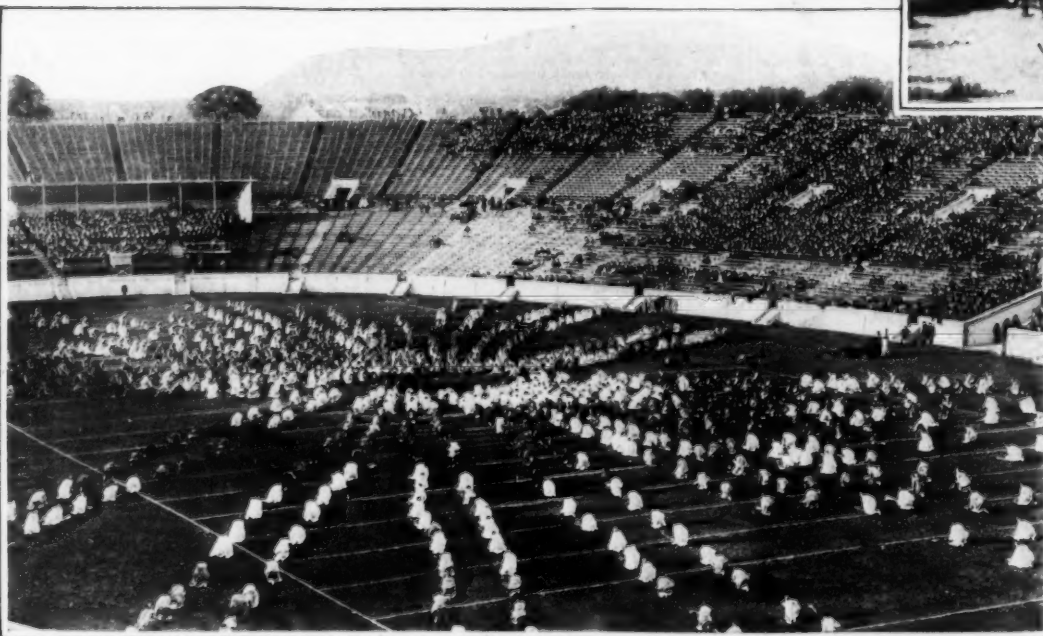
RUTGERS COLLEGE CELEBRATES ITS 150TH BIRTHDAY

Rutgers College, of New Brunswick, N. J., celebrated the 150th anniversary of its founding on October 14th by an elaborate pageant. The photograph shows a scene in the first episode where the knights and soldiers knelt before the monks, typifying the monopoly of learning by the Church during the middle ages. "Dies Irae," the most famous chant of the period, was sung with great impressiveness. Other scenes showed events in the college's history including the granting of its charter and the departure of the faculty and students to join the Minute Men at the outbreak of the Revolution.



TEXAS HAS A BUFFALO HUNT

Colonel Goodnight, for whom the town of Goodnight, Texas, is named, has a herd of bison on his ranch, and a buffalo hunt there is an annual event. This fall three mounted Indians armed with bows and arrows pursued a large buffalo and killed him almost instantly, each one discharging only one arrow. The animal was taken to the ranch house where a barbecue was held, about 15,000 persons attending. Colonel Goodnight is in his 80th year, but still active. In the photograph he is standing in front of the four mounted Indians.



YALE'S 200TH ANNIVERSARY

Yale University celebrated, on October 21st, the 200th anniversary of its location at New Haven, Conn. An elaborate pageant was staged in the famous Yale Bowl, and more than 30,000 people attended. The photograph is of a scene in the second interlude of the pageant, showing an allegory of war and peace. The participants were undergraduates of the University.



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